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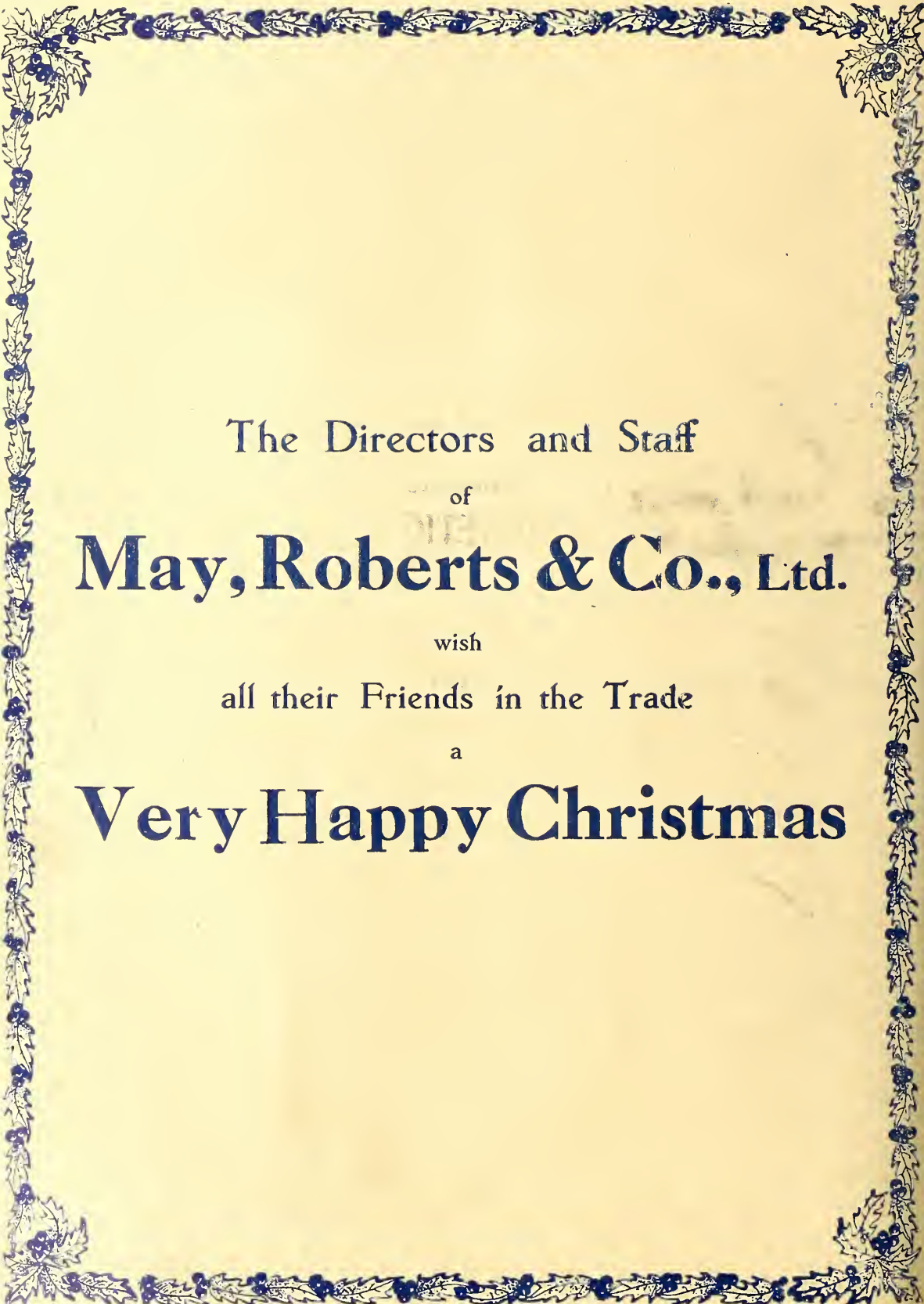
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[Translation of portion of speech delivered by the President of Cruguey, Dr. Francisco Soca, to the two houses of Parliament, assembled in extraordinary session, when the 13th November 1918, was declared a public holiday in honour of the victory of the Allies. The picture is a reproduction of a symbolic poster which was placarded with the speech.]

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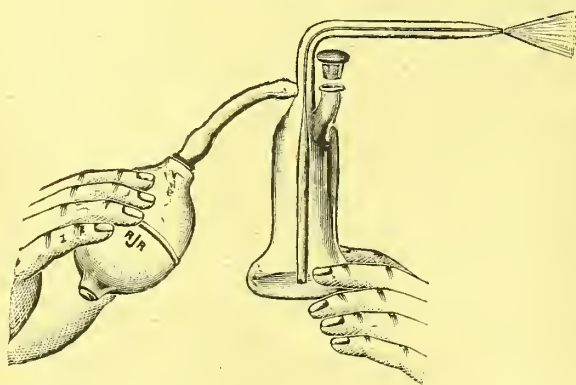
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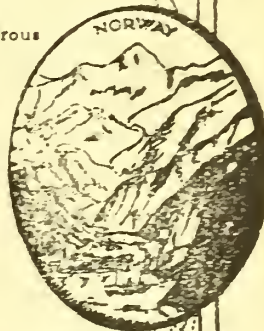
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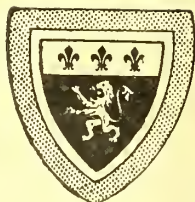
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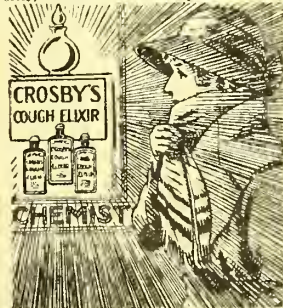
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 You should write at once for a Free Trial Bottle of

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A trial will convince you of its wonderful curative
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and ward off more dangerous developments of these
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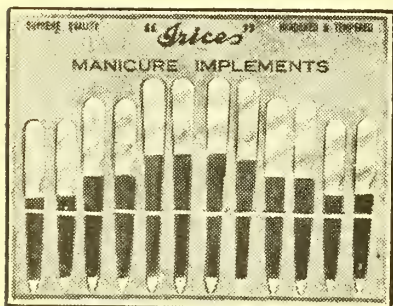
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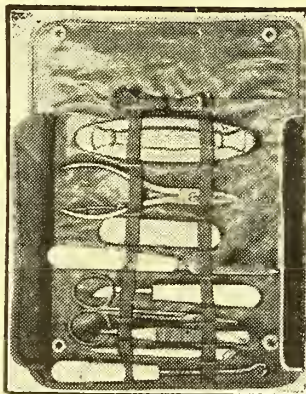
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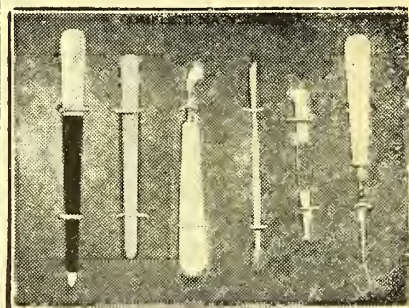
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Maw's Page

NUMBER 426
DEC. 13, 1919



S. MAW, SON & SONS, LTD. 7 1/2, ALDERSGATE ST LONDON, E.C.1.

Shaving Tackle

I was very disturbed the other day to come across in the Press some gravely-worded articles on dangers that lurked in the bristle-forests of some shaving brushes.

It seems that large quantities of shaving brushes are being imported from the Orient. It is alleged that in the matter of their effect on the human skin they are by no means beyond suspicion. Instances were given of visitations of anthrax being directly traceable to the use of these brushes.

Now, as everyone knows, Oriental and Occidental ideas on Hygiene are, generally speaking, as far apart as the Poles. The average Easterner does not whole-heartedly subscribe to the dictum that "cleanliness is next to godliness." Indeed the traveller in the East often carries away the impression that in Oriental eyes it is impossible to be devout without being dirty.

With these thoughts in my mind it was with some anxiety that I sought out a shaving brush only recently bought to see if it answered the description given to these perilous brushes pilloried in the Press.

I was reassured by finding that my brush was of indubitable British origin.

It occurred to me that chemists and druggists who stock shaving brushes—a very good sideline, by the way—would welcome a little more publicity on this point. That is the reason for this article.

The House of Maw supplies none but British shaving brushes.

So if you fill stock by ordering from Maw's you can assure your customers of immunity from the dread results of using the foreign-made article.

We are Actual Makers.

And, from the pecuniary point of view, Maw's Shaving Brushes are just as satisfactory a line for you to handle as the "cheap and nasty" kind.

Discus

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Maw's—The House of the Moment.

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The "Vel-fin" Vaginal Syringe offers several advantages as a selling line over other kinds at present on the market. The bulb is made in England of reliable quality rubber. There is no lettering of any kind on the outside—a point which your customers will appreciate, and full printed directions are given inside.

The Syringe is made in black rubber with black vulcanite curved pipe, adapted to give a good all-round flow of water which is required in this class of syringe. The cone piece is of rubber instead of hard vulcanite.

Each Syringe is stamped "British made" and—best of all—it is at least as cheap as the foreign syringes.

PRICE ... 5/6 EACH.

In quantities of 3 ... 5/3 each.
" " 6 and over, 5/- "

Items:

The "Wyvern" Fountain Pen makes an ideal Christmas Present. Suitable either for commercial or private use. Supplied with solid gold nibs in three breadths: Fine, medium and broad.

No. 10. Safety, 5/- each; 33,
Self-filling, 5/9 each; 20s,
Safety, 6/6 each.

Polished Aluminium Saucepans, with lip and cover. An ideal Yuletide line.
PRICES: 5 in. (2 pts.), 4/- each; 6 in. (3 pts.), 5/6 each; 7 in. (5 pts.), 8/- each, or nest of three at 17/- per set.

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| JETTALINE - For clearing the skin. | 31/6 | 3/6 |
| PHEMINOL - A depilatory. | 36/- | 4/- |
| MENNALINE - For the eyelashes. | 36/- | 4/- |
| MERCOLIZED WAX A face cream. | 31/6 | 3/6 |
| STYMOL - For oily complexions and blackheads. | 36/- | 4/- |
| BARSYDE - Dandruff eradicator. | 22/6 | 2/6 |
| TAMMALITE - For grey or faded hair. | 22/6 | 2/6 |
| LIQUID PERGOL - To check excessive perspiration locally. | 31/6 | 3/6 |
| BICROLIUM - For whitening the hands. | 22/6 | 2/6 |
| HARAPOSA - Nut oil shampoo. | 22/6 | 2/6 |

STOCKED BY ALL WHOLESALE HOUSES

COLONIAL DEPOTS AND AGENCIES.

AUSTRALIA:
ALL WHOLESALE and
DEARBORN, Ltd., Grace House, Clarence Street, Sydney.

SOUTH AFRICA:
L'NNON & CO., Ltd. (Cape Town)
SIVE BROS. & KARNOVSKY Ltd. (Johannesburg)

INDIA:
KEMP & CO., Ltd. (Bombay).
R. MACLURE (Madras).
S. H. TANISTREET & CO. (Calcutta).
MEHTA BROS. (Calcutta).
JAMNADAS BROS. (Bombay).

NEW ZEALAND:
SHARLAND & CO., Ltd. (Auckland & Wellington).

SOUTH AMERICA:
DEARBORN, Ltd., Calla Salta 264, Buenos Aires.

MOUSLEY'S 'BEAVERPUFF'

Patent Nos. 4931 and 4932.

The Ladies' Natty Friend.

Just out. Demand great.
Delightfully soft in use.
Superior to artificial Puffs.
Write for Prices and Terms

F. A. MOUSLEY
(MAKER)

Priest Bridge, Mortlake,
London, S.W. 14.

DISCERNING CHEMISTS Should Stock

LACOSTE ET CIE,

the well-known Liquid Dentifrice for
checking Pyorrhœa, also the unrivalled
SAVON DENTAIRE LACOSTE
for cleaning artificial teeth and plates.

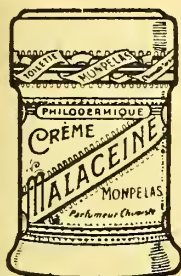
*Sells well at Home and Abroad.
Liberal Discount to the Trade.*

Send SAMPLE ORDER and
we will send you
CUSTOMERS.

Proprietors:

LACOSTE ET CIE,
123a Borough High St., LONDON, S.E. 1.

Telephone: HOPE 1739.



MALACEINE



MALACEINE PRODUCTS

Manufactured by
"PARFUMERIE MONPELAS"
 PARIS.

| No. | | Per Doz. | Retail Price P.A.T.A. |
|-----|-------------------------------------|----------|--------------------------|
| 62 | Crème Malaceine, Small size | 15/- | 1/9 |
| 63 | " " Medium size | 30/- | 3/6 |
| 64 | " " Large " | 50/- | 5/6 |
| 67 | Poudre Malaceine, Small " | 25/- | 3/- |
| 68 | " " Large " | 35/- | 4/- |
| 71 | Malaceine Toilet Soap | 21/- | 2/6 |
| 75 | " Perfume, each bottle in case | 70/- | 8/- |
| 76 | " " loose | 65/- | 7/6 |
| 78 | " Shaving Soap ... | 21/- | 2/6 |

SPECIAL TERMS } Small quantities ... 7½ % 1 Month.
FOR HOME TRADE } £5 lots and upwards, 5 % Invoice and 7½ % 1 Month.

A £5 SAMPLE ORDER

| | Will Cost You | Will Realise |
|--------------------------------|----------------|----------------|
| 1 doz. No. 62 Cream ... | 15 0 | 1 1 0 |
| 1 doz. No. 63 Cream ... | 15 0 | 1 1 0 |
| 1 doz. No. 64 Cream ... | 12 6 | 0 18 6 |
| 1 doz. No. 67 Powder ... | 12 6 | 0 18 0 |
| 1 doz. No. 68 Powder ... | 17 6 | 1 4 0 |
| 1 doz. No. 71 Soap ... | 10 6 | 0 15 0 |
| 1 doz. No. 76 Perfume ... | 16 3 | 1 2 6 |
| 1 doz. No. 78 Shaving Soap ... | 10 6 | 0 15 0 |
| | £5 9 9 | £7 13 0 |
| 5 % | 5 6 | |
| | £5 4 3 | |
| 7½ % | 7 10 | |
| | £4 16 5 | |

**OR NEARLY
 60 % PROFIT.**

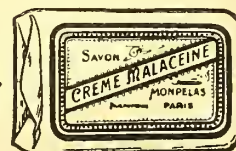
Showcards and Booklets Supplied.

An extensive Advertising Campaign In all the principal Society Journals is now proceeding.

Sole Wholesale Agents for Great Britain and Ireland—



WILLIAM TOOGOOD LTD.
 77, SOUTHWARK ST.
 LONDON, S.E.1.



DECOLTENE
The liquid hair remover

The intelligent depilatory.
Simple, safe and effective.
Can be used while performing the toilet.

*Dinkie*
Dainty Deodorant

The greaseless cream
that takes all odour out
of perspiration. Packed
in attractive opal jars.

DIADEM
Crème Rouge

Gives a natural colour to
the cheeks. Far more
convenient in use than dry
rouge. Easily removable.

DIADEM
Face Powder

Adheres readily to the skin.
Made in Blanche, Naturelle,
Rachel, Rose and Sunburn
tints. In large artistic
boxes, in distinctive style.

DIADEM
Eau de Cologne.

A Perfume of most exquisite
fragrance. Cooling, lasting
and refreshing. In hand-
some sprinkler bottles.

DIADEM
Vanishing Cream

A cream of rare purity and
charm, put up in novel white
globes and packed in dainty
boxes in attractive style.

DIADEM
WAX
For the Complexion

Completely supersedes the
customary greasy Toilet
Creams. Pleasant in use
and commands ready sales.
In elegant large jars.

DIADEM
Talcum Powder

The ideal powder for Nur-
sery and Toilet. Choicely
perfumed, and may be used
with impunity on the most
sensitive skin.

TRADE TERMS.

| | | P.A.T.A. | Trade per doz. |
|----------------------|-------|----------|----------------|
| Decoltene Depilatory | .. | 8/9 | 30/- |
| Dinkie Deodorant | .. | 2/6 | 20/- |
| Diadem Face Powder | .. | 2/6 | 20/- |
| " Complexion Wax | .. | 2/6 | 20/- |
| " Crème Rouge | .. | 2/6 | 20/- |
| " Vanishing Cream | .. | 3/9 | 30/- |
| " Talcum Powder | .. | 1/3 | 10/- |
| " Eau de Cologne | 1 oz. | 1/9 | 14/- |
| " " " | 2 oz. | 3/3 | 28/- |
| " " " | 4 oz. | 6/- | 48/- |

ROBARTES, Ltd., Dyer's Buildings, Holborn Bars, London, E.C.1.

NOTICE.

Artistic Showcards and Counter Matter free on request.
Robartes' Preparations are obtainable from all leading
wholesale houses.

Largely advertised in all the leading dailies, weeklies
and monthlies.

Further particulars and descriptive booklet forwarded
on request.

SALES
BEAT ALL RECORDS.

INDIAN PERFUME BRICK

KEEPS AWAY MOTH.
LASTING & FRAGRANT.

**PERFUME
BRICK**

FOR LINEN CUPBOARD AND WARDROBE.

Retail Price, 6d.

Of the Makers :
ALBERT WILLIS & ARTHUR, Ltd.
6 Mortimer St., London, W.
AND ALL WHOLESALESA.

P.A.T.A. NOTICE.

113 Temple Chambers, E.C. 4.

Dec. 13th, 1919.

MEMBERSHIP.

The financial year of the P.A.T.A. ends on
the 31st inst., and the Council are anxious
that 1919 should be a record year in the his-
tory of the Association so far as membership
is concerned. If you are not already a member
this is a good time to join, and you are urged
to send on your subscription (7/6) to the
Secretary at once.

Special Offer to introduce CRÈME RAYMET

A perfect non-greasy vanishing cream, most attractively packed and delightfully perfumed—Crème Raymet makes an irresistible appeal to all those who value their complexion.

OUR OFFER : With each dozen Crème Raymet (28/- per dozen) ordered prior to December 31, we will send, free of charge, 100 dainty perfumed pocket calendars, printed with your name and address.

M.R.P.

3/6

a

Pot.

■

28/-

per dozen.



M.R.P.

3/6

a

Pot.

■

28/-

per dozen.

The illustration shows the style of packing—a dainty fawn-coloured earthenware pot, holding about 2-oz.—finished off with blue ribbon and attractive label in several shades of blue—each $\frac{1}{4}$ dozen in a “sales-compelling” show outer.

Crème Raymet is certain to become popular with your better-class customers—the cream is a really good one with a most fascinating perfume, and can be recommended with confidence—the profit is good, $\frac{1}{2}$ on each pot sold.

Why not try a dozen in your Christmas window—they will add to its attractiveness—a postcard will bring them, together with the pocket calendars.

Raymet & Co., Ltd., 507-509 Harrow Road, London, W. 10.



*The Biggest Profit on any
advertised Vanishing Cream
yet offered to Chemists.*

Unique BONUS OFFER for SNOWLEEN

The advertised Face Cream with a Profit of 82%

BONUS OFFER No. 16.

1 gross Snowleen 1/- @ 92/-
£4 12 0

1 doz. Snowleen 1/- }
2 doz. Snowleen } FREE
Shampoo 3d. }

Produces £8 2 0 or 82% Profit.

BONUS OFFER No. 17.

$\frac{1}{2}$ gross Snowleen 1/- @ 92/-
£2 6 0

$\frac{1}{2}$ doz. Snowleen 1/- }
 $\frac{1}{2}$ doz. Snowleen } FREE
Shampoo 3d. }

Produces £3 19 6 or 80% Profit.

Write for samples

**WHITE BAND MFG. CO., Limited,
CROYDON, SURREY.**



Quick Sales mean Larger Profits

Quick sales give large profits—and easily too, for your time is not wasted in selling talk. Our advertising helps you there.

OUR Profit. The profit per pot that we make is honestly quite small and it is only the huge volume of sales that enables us to sell it at the price we do. But because we are selling to the million instead of to the few we are content with a narrow margin for ourselves.

YOUR Profit is more than ours per pot—ranging from 60% to 90% on your outlay *if you display our goods in your window.* We have always believed in giving generous terms to those friends in the trade who assist us by displaying Icilma.

Icilma

Toilet Preparations

Price Lists and details of display terms post free on request.

Supplies are now Normal Pre-War Quality Guaranteed

Manufacturers—Icilma Company, Limited,
Sole Distributors—International Icilma Trading Co., Ltd., }

37, 39, 41, 43, King's Road.
ST. PANCRAS, London, N.W.1.

The Tooth Paste with the Odol flavour.

Anglodol

Dental Paste

A Perfect Dentifrice.
Pleasant to the taste.
Profitable to the Retailer.

Retail Price, 7½d. and 1/3.

Window display terms on application.

ANGLODOL, LTD., BERKHAMSTED.

Telephone: BERKHAMSTED 138.

Cables and Telegrams: "ANGLODOL BERKHAMSTED."

"Newbery's"
FRANCIS NEWBERRY & SONS LTD.

Dental Cream of Distinction

IN THE FOLLOWING FLAVOURS—

| | |
|-----------------|----------|
| Formalin & Mint | Carbolic |
| Oxygen | Smokers' |
| Areca | Thymol |

Cherry

■ ■ ■

A first-class article, attractively packed—
which cannot fail to bring repeats.

CHARTERHOUSE SQUARE,
LONDON, E.C. 1

LES PARFUMS DE ROSINE

EVERY ONE SOLD THIS YEAR.
We hope to do business with you in
1920.

W. H. CALNAN & CO., 30-32 Ludgate Hill, E.C. 4.

Place a "Betterway" Assistant in Your Window!

To Talk to **"BETTERWAY"** the Passers-by.
PATENTS

EVENS, 4^A EAGLE ST., KINGSWAY, W.C. 1.

LET US PACK YOUR GOODS!
WE SAVE YOU TIME AND MONEY!
Chemists' preparations, such as pills, tablets, toilet
preparations, etc., packed on commission by experienced
hand's. Large or small orders executed. For terms and
all particulars, write 227/39, Office of this Paper.

John E. Raworth & Moss,

Chartered Patent Agents.

The Old Mansion House,
78 Cheapside, E.C. 2.

AND

Queen Anne's Chambers,
Westminster, S.W. 1.

Enolin

TOOTH PASTE

"STRONG" OR "MILD"

The Super Paste

If your wholesaler has not sent you sufficient advertising matter for window display, drop us a postcard and we will send you a good assortment, post free.

SOLE MANUFACTURERS & PROPRIETORS:

A. & E. CARRERAS, *Perfumers*,

Offices : 207 King St., Hammersmith, London, W.6.

Telephone :

HAMMERSMITH 600

Telegrams :

"ESOLINDOL, HAMMER,
LONDON."

FACE CREAM. TOOTH POWDER. NAIL POLISH
" POWDER. " PASTE. HAIR CREAM
BRILLIANTINE, Solid and Liquid. PERFUMES
VIOLET POWDER. TALCUM. TOILET OATMEAL
SHAMPOO POWDER & LIQUID. MASSAGE CREAM

*Your own formula prepared, or we can supply ingredients if desired.
Send for samples and quotations.*

A. CONNELL & CO., 3 Jewry Street, LONDON, E.C. 3
PHONE—AVENUE 1945.

Round, Square or Oval Chamois Face Leathers

FRANK A. CONDUIT,
SUTTON HOUSE,
2 OLD STREET,
LONDON, E.C.1.

It pays to push Palmolive

The demand for these saleable products increases every minute.

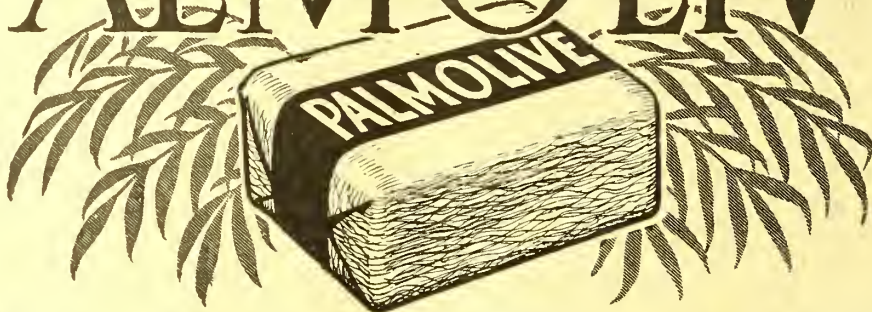
THE word PALMOLIVE means more than a name for the purest soap made, and possessing a world-wide reputation—it stands also for *purity and quality* of all PALMOLIVE Specialities.

Most toilet articles are sold first through the eye. Unwittingly, instinctively everyone feels the "I want to buy that" impulse, generated by the attractive and compelling package. In such all Palmolive Goods are packed.

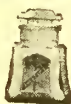
Write for our new list of Prices, showing special terms, also for Showcards, etc., for window and counter display.

Palmolive Soap (9d. per Tablet) is made of the finest Olive Oil and Palm Oil obtainable, scientifically blended. It contains no free Alkali or artificial colouring, lathers freely in hard water and leaves the skin white with a silky softness and possessed of a delightful fragrance that has made Palmolive so much desired by the most discriminating. Cost per dozen, 6/-. On the P.A.T.A. list.

PALMOLIVE



PALMOLIVE SHAMPOO (3/-), is put up in attractive bottles and secures repeat orders when once used. It is highly concentrated. Cost, per dozen, 24/-.



Cost per doz., Jars, 20/-, Tubes, 8/-.



Cost per doz., Jars, 16/-, Tubes, 8/-.



PALMOLIVE SHAVING CREAM (Tubes, 1/6). Contains sufficient for 152 shaves, and is made from a formula after 130 others had been tried and discarded. Contains Palm & Olive Oils. Cost per doz., 12/-.



PALMOLIVE SHAVING STICK (1/6), a combination of high-grade Palm and Olive Oils. The holder is an oval pure aluminium container with novel screw action expelling the stick as required. A sure seller and the novelty of the season. Cost per dozen 12/-.



LAVENDER and ROSE BATH SOAPS (White Floating Soap) our last new lines from Canada. The buoyant property renders them invaluable for the bath. The popular price of 6d. ensures them being good selling lines. Cost per doz., 4/4.



PALMOLIVE TALCUM (4 oz. containers, 1/3) is made from the finest air-floated Talcum, selected before purchase for purity, quality, colour, and softness, and tested again on delivery by competent chemists. Cost per doz., 10/-.



PALMOLIVE FACE POWDERS (2/6 per box) have a healing & soothing effect on the skin, and are entirely unaffected by perspiration or moisture. The powder as fine as petal dust. (White, Rose, and Brunette). Cost per dozen 20/-.



ROUGE VANITY BOX. Block powder (1/9). Fitted with Powder Puff and Mirror. Cost per dozen 14/-.



LIP ROUGE (1/-). It is delicately perfumed and leaves the lips most supple and velvety. Cost per dozen 8/-.

THE PALMOLIVE CO., 124 HOLBORN, E.C. 1.

Why Euthymol Tooth Paste ?

Sales of Euthymol Tooth Paste have increased enormously during the last few years, and possibly the pharmacist, occupied in securing his individual share of this satisfactory business, does not stop to realise what this increase means.

One reason is that many men first came to know and appreciate Euthymol Tooth Paste whilst on active service. But if they had not realised its outstanding merit they would not continue to use it to-day, and it is just the same with other customers. It is the frequent repeat orders that pay.

The sale of Euthymol Tooth Paste is thus doubly satisfactory.

Its merit

- (1) enables it to be recommended with confidence, and
- (2) practically assures a continuance of repeat orders.

Are you getting your share of this business ? Please write to us ; perhaps we can help you to increase your turnover.

PARKE, DAVIS & CO.

50-54, Beak Street, LONDON, W. 1.

Laboratories : : Hounslow, Middlesex

IT ONLY COSTS NINEPENCE PER LB.

TO MAKE A FIRST-CLASS VANISHING COLD CREAM WITH

THE IDEAL
BASE FOR

WENO

(REGISTERED)

VANISHING
TOILET CREAMS

It can easily be made in about fifteen minutes.

1 lb. $3/6$ - 4 lb. $13/8$ - 7 lb. $23/4$ net.

POSTAGE EXTRA.

SOLE AGENTS—

 **MEGGESON & CO., LTD.** 

NEW CHURCH ST., BERMONDSEY, LONDON, S.E.

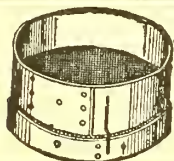
Mend-a-Tear
mends without stitches



755 A.



You can't afford to be without Mend-a-Tear. The market for it is limitless. The greatest labour-saving invention in the world. Send for particulars of this profitable line.
LEICESTER RUBBER CO., LTD., 18 Granby Mills, LEICESTER.



For your **Sieves and Wire Gauze** try the actual Makers!

S. RAMSEY & CO.,

198/202 ST. JOHN STREET, E.C. 1.

Telegrams: "Methodical, Smith, London."

Telephone: Holborn 6337 (3 lines).

ROURE BERTRAND FILS, GRASSE. *Established 1820.*

LAVENDER (French), SPIKE LAVENDER (French and Spanish)

NEROLI, GERANIUM (African and Bourbon), SANDALWOOD, PETITGRAIN (French and American),

VETIVER (Java and Reunion), ROSEMARY, BOIS DE ROSE FEMELLE, YLANG, &c.

ORRIS CONCRETE and LIQUID.

ESSENCES, SOLIDES and LIQUIDS from flowers.

RESINOIDS and POMADES.

We have Stocks in London of the most important Essential Oils and Perfumery Products.

JUSTIN DUPONT, Argenteuil (S. & O.), France
Makers of SYNTHETIC PERFUMES

and some of the finest original odours extant, for Sachets, &c.

SOLE AGENTS FOR THE UNITED KINGDOM:

STEPHENS BROTHERS & CO., 2, 5 & 6 Bury Court, St. Mary Axe, London, E.C.3.
Wholesale Houses only supplied.

GOOD PROFITS ON KEENOLIA SPECIALITIES

| | Trade Price | M.R. |
|---------------------------|-------------|------------|
| Chilblain Balm | { 11/- | 1/3 |
| In three size ... | { 15/- | 1/9 |
| as advertised. | { 21/- | 2/6 |
| Hair Cream 4 oz. 7/- | 8 oz. 12/- | per doz. |
| Toilet Paraffin 4 oz. 9/- | 8 oz. 13/- | " |
| Bay Rhum 4 oz. 8/- | 8 oz. 12/6 | " |
| Eau de Quinine 4 oz. 9/- | 8 oz. 13/- | " |
| Brilliantines 1½ oz. 6/- | 2½ oz. 7/6 | 4 oz. 10/- |

Special Prices for quantities on application to the Manufacturers:

Ormside Chemical Co., Ltd.,

57 POLAND STREET, LONDON, W.1

Tooth **OKOS** *Powder*
Makes your
**TEETH
LIKE
PEARLS**

Don't coat your Teeth with Paste, clean and polish them with "OKOS."

"OKOS" is a wonderfully fine Tooth Powder with a refreshing Mint flavour. Ask for "OKOS" and insist on getting it—no other is "just as good." If your chemist cannot supply, send us his name and address, and 9d. for sample tin, post free. The Midland Wholesale, 2 Regent Place, Leamington Spa

"OKOS" users
keep on smiling!



Reproduction of an
"OKOS" Advertisement,
THE KIND THAT CREATES SALES FOR YOU.
STARTLING OFFER NEXT MONTH

Our Ads. in "Daily Mirror,"
"Sketch," etc.

THE LETTERS OF AMAMI

EXTRACT No. 2.

"Perfectly awful the whirl of 'ciment
this Xmas. Makes one dizzy at the thought.

"With all the dear boys back. Oh, what
joy; what jazz! Methinks the dear old
Welkin will break with over-ringing.

"Asked Reggie what he would buy me
for Xmas. Said he'd have every strand of
my beautiful hair mounted in gold and
platinum.

"Told him not to be such an idiot, and if
he loved me so much to buy me a box of
AMAMI SHAMPOOS—tried to buy the
factory forthwith.

Love, *Amami*

AMAMI SHAMPOOS

They immediately appeal to the
daintiest lady. Delightfully refreshing,
they bring back to the hair all its
natural tints of life and beauty.

Be sure to buy her a box, it will
Provide an Exquisite Christmas Gift,

and one she will
appreciate more
than any other.

Price 4½d packet
or 2/3 per box of
seven shampoos.

Sold every-
where of all
Chemists,
Hair-
dressers
and Stores,
or direct
from

PRICHARD &
CONSTANCE
(Dept. B),

57,
Haymarket,
London



These ads. send new customers to your window. Do
they come inside? Ensure this by making a display
and incidentally securing the 10/- bonus allowed on £5
orders. Remember profits are good, on best terms cost
2½d. and sell at 4½d. each.

PRICHARD & CONSTANCE (Whol.) LD.

Court Perfumers,

Established 1831

469 Holloway Road, LONDON, N. 7.

Tel.: North 3170

Ingram's MILKWEED CREAM

Has been CONSISTENTLY ADVERTISED in the best AMERICAN and CANADIAN PERIODICALS for twenty-five years.

A Medicinal Toilet Cream with a world-wide demand that is rapidly increasing. Two sizes : 2/-, per dozen 16/-; 4/-, per dozen 32/-

Prepaid Parcel Post to Great Britain and her Asiatic and African Colonies. Samples and store displays free with every order.

| | | | | | |
|-------------------------------|---|-----|-----|-------------|-----------|
| $\frac{1}{2}$ Doz. | Ingram's Milkweed Cream | ... | ... | Retails 2/- | Price 8/6 |
| $\frac{1}{2}$ Doz. | „ Velveola Souveraine (Face Powder) | „ | 2/- | „ | 8/6 |
| $\frac{1}{2}$ Doz. | „ Zodenta Paste for the Teeth | „ | 1/- | „ | 4/4 |
| $\frac{1}{2}$ Doz. | „ Rouge, Light, Medium, Dark | „ | 2/- | „ | 4/4 |
| $\frac{1}{2}$ Doz. | „ Perfume, 1 oz. assorted in fancy packages | ... | ... | „ 4/- | 18/- |
| 100 Guest Room Packages free. | | | | | £2. 3. 8 |

Shipped via Parcel Post Prepaid.

Send us with your order the names of 100 of your lady customers, and we will mail each of them a handsome folder, inviting them to call at your store and get our Guest Room Package free, containing one each of the above in sample sizes, including Perfume.

If more convenient to you, specify shipments from our Canadian Plant.

FREDERICK F. INGRAM COMPANY (Established 1885).
411 Lafayette Boulevard, Detroit, U.S.A. Canadian Plant: Windsor, Ont.



Twenty-five years' continuous advertising has made this trade mark known wherever American and Canadian publications are read.

The SPECIALIST in—

Tooth Powders, Yena Powders, Chemical Foods,
Toilet Powders, Emulsions, Malt Extract,
OINTMENTS Etc. Etc.

ROBERT BLACKIE

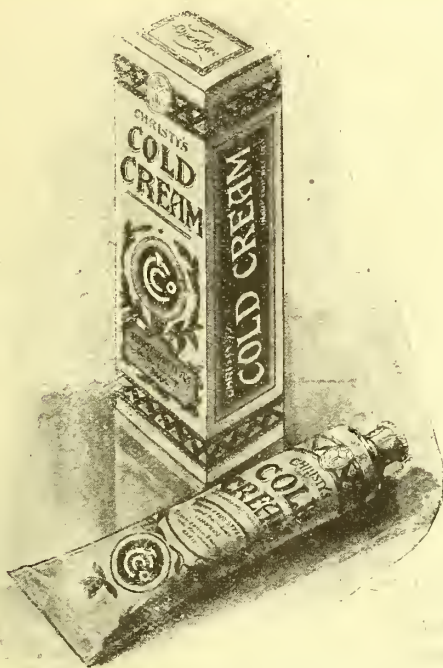
Wholesale & Export Druggist,

Manufacturing Chemist,

Telephone:
Hop 2415.

Telegraphic Address:
Ushenspuna London.

SHEN WORKS,
Tower Bridge Road,
LONDON, S.E. 1.



"Beauty in the Making" showcard is ready and goes out with all orders. The cream is packed in show outers, each $\frac{1}{2}$ doz., and the *tout ensemble* is graceful enough for the most fastidious chemists.

THE FACT THAT "CHRISTY"

is stipulated by the chemists who must have quality in all their orders for this everyday emollient is proof positive that our claim for whiteness, smoothness, blandness, emolliency and delicacy of odour is thoroughly well justified. This

COLD CREAM

is put up in a "two-green" label and carton to match, it is emblematical of good taste and sympathises with its Grade 1 contents.

NEVER GOES RANCID

PRICES

No. 7 Tube $4 \times \frac{3}{4}$ per doz. 5/-
P.A.T.A. 8 $\frac{1}{2}$ d.

No. 9 Tube 4×1 per doz. 7/-
P.A.T.A. 1/-

WE CAN SEND, CARR. PAID,
AN ORDER FOR

60/- any part of England

70/- " " " Wales

100/- " " " Scotland

100/- " " " Ireland

THOS. CHRISTY & CO.
4-12 Old Swan Lane, E.C. 4.

Please Note Alteration in ADDRESS.

Cold Cream

IN POTS, TINS, OR BULK.

ABSOLUTELY DEPENDABLE.
BRINGS REPEATS EVERY DAY.

Lavender Ice

FOR CHAPPED HANDS

A QUICK WINTER SELLER.

ALSO

Lanoline Cream, Lip Salve,
Camphor Ice, Tooth Powders,
Brilliantines, &c.

Samples free on application to

The Casson Chemical Co., Ltd.,
NEWTON RD., WESTBOURNE GROVE, W.2

Phone: Park 2884.

Profit by the Growing Demand for Snowfire.

Large numbers of women doing outdoor or indoor work are buying Snowfire regularly. They have discovered its cleansing, softening and beautifying influence upon the skin—how it keeps the hands white and dainty.

Snowfire

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Your Customers
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HENNA

SHAMPOO

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you ready to meet
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No. 4



No. 4a

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MASTERS MEN'S HAIR.

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"Jackel's Cream"

(without Grease)
for THE HAIR

Sold everywhere

Established 1883.



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1/6 CREAM 2/6

Trade Mark attached to each
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"Jackel's Cream"

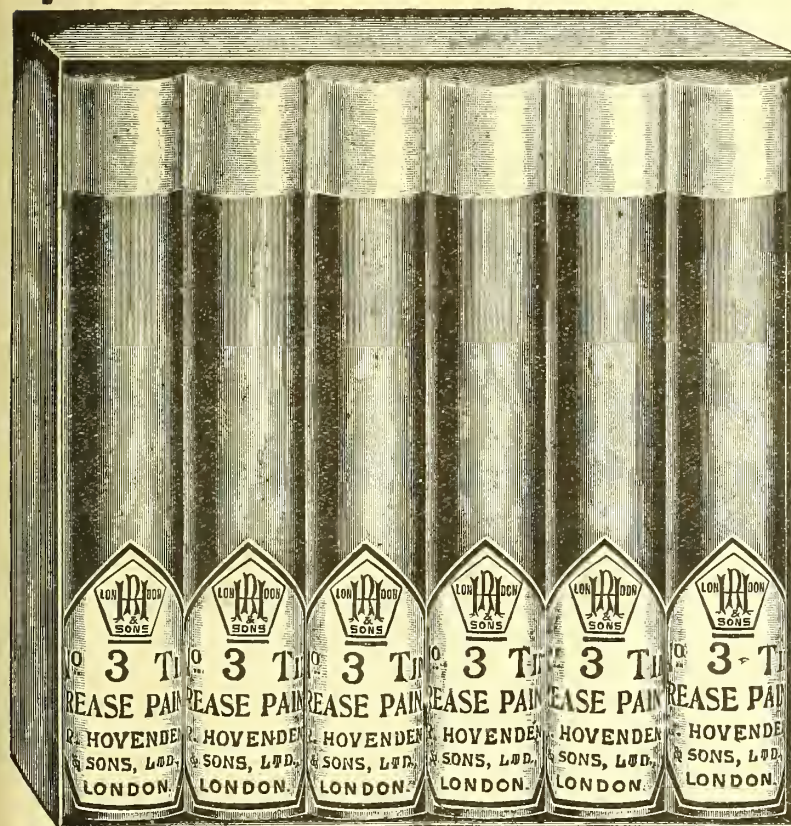
fixes the hair in any desired position; is unexcelled as a dressing and does not soil the headware. It removes Scurf and Dandruff, keeps the scalp healthy, and promotes the natural growth of the hair while maintaining its softness and brilliancy.

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| 1½ | Moderately pale. | 16 | Dark brown. |
| 2 | Fair complexion. | 17 | Carmine |
| 2½ | Medium flesh. | | vermilion. |
| 3 | Pale complexion. | 18 | „ light. |
| 3½ | Slightly sunburnt. | 19 | „ medium. |
| 4 | Dark flesh. | 21 | „ dark. |
| 5 | Sallow or Chinese. | 20 | White. |
| 5½ | Dark sallow. | 23 | Light grey. |
| 6 | Yellowish flesh. | 24 | Dark grey. |
| 6½ | Japanese. | 25 | Old red. |
| 7 | Brown. | 26 | Light blue. |
| 8 | Armenian Bole. | 31 | Middle blue. |
| 9 | Sunburnt or Indian. | 27 | Dark blue. |
| 10 | Light brown. | 28 | Light yellow. |
| 11 | Burnt umber or Othello. | 29 | Dark yellow. |
| 12 | Black. | 30 | Rose. |
| 13 | Red brown or Mulatto. | 32 | Dark rose. |
| 14 | Chocolate or North African. | | Chrome. |
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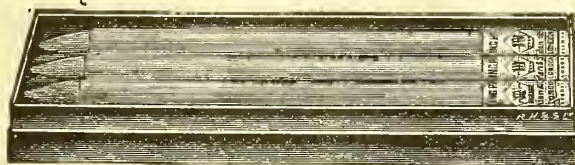
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3/3 per doz. Sticks.

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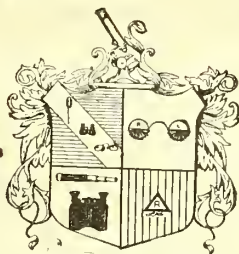
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Yet, paradoxically, you might then be much more easily interested in our proposition—men *are* apt to be attracted by the glamour of the thing they know little about—usually to their loss.

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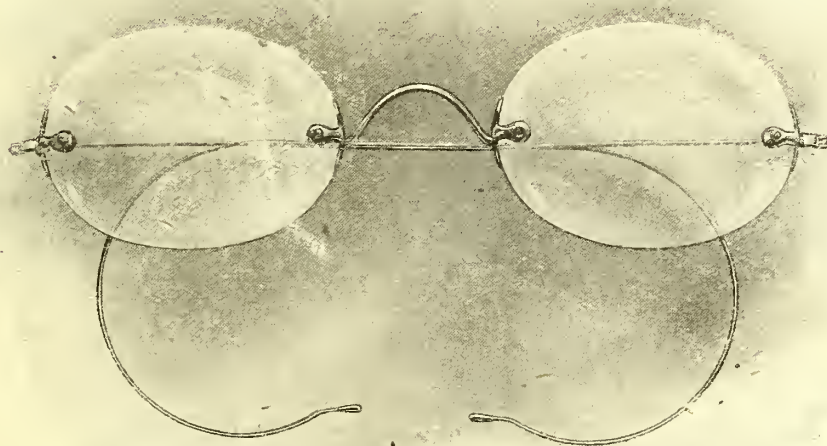


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RETAIL PRICE - **2/3** per jar
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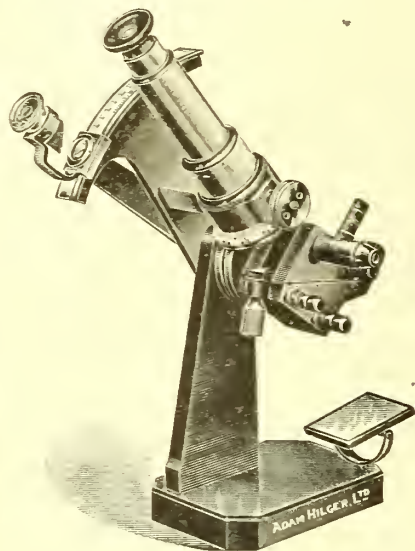
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is a valuable aid towards maintaining uniform strength in pharmaceutical products (solutions, syrups, etc.), and much quicker than taking the dried weights or specific gravities.

Delivery in four weeks from receipt of order.

Descriptive Booklet post free on application to the Makers:

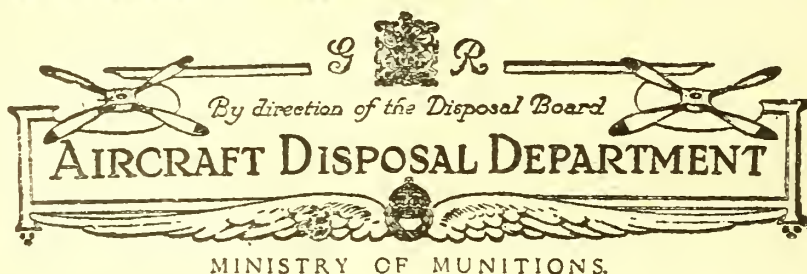
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6,000 gallons S.33 Dope Solvent

The material is located at Coventry, Sheffield, Liverpool, Hendon, and Farnborough, where it can be inspected in bulk. Tenders are invited for the whole or part thereof.

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NEWFOUNDLAND NON-FREEZING

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In the year 1902 forty far-sighted and ambitious chemists launched out with the Rexall idea, backed by a capital of £32,000.

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This seasonable and well-known toilet requisite
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A Reliable WINTER LINE. SELLS WELL—GOOD PROFIT, and gives Entire Satisfaction to the Public.

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| RETAIL, 1/3 | WHOLESALE, 10/- | per doz. | } Less our Profit-Sharing Discount of 10% |
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Coming Events.

Monday, December 15.

Royal Society of Arts, John Street, Adelphi, London, W.C., at 8 P.M. "Synthetic Drugs," by Professor J. Theodore Hewitt, F.R.S. (Cantor Lecture III.)

Wednesday, December 17.

Pharmaceutical Society of Great Britain (North British Branch), 36 York Place, Edinburgh, at 8 P.M. "Note on Ethylmorphine Sulphate," by Mr. James Leslie Thomson, B.Sc.; "Observations on Acidum Acetylsalicylicum," by Mr. J. H. Ramsay, Ph.C.; "An Impurity in Liquor Hydrogen Peroxide," by Mr. J. H. Ramsay, Ph.C.; "Scotch Chamomiles," by Mr. H. W. Blair.

London (Western) Pharmacists' Association, Pinoli's Restaurant, Wardour Street, W., at 8.15 P.M. Mr. W. E. D. Shirriff on "Hospital and Red Cross Experiences."

National Association of Chemists' Assistants (Manchester Branch), Clarion Café, 50a Market Street, at 7.30 P.M. Whist-drive. Tickets (1s. 9d. each, including refreshments) from Mr. W. Jones (Hon. Secretary).

Thursday, December 18.

The Chemical Society, Burlington House, Piccadilly, London, W., at 8 P.M. Professor James Walker, F.R.S., on "War Experiences in the Manufacture of Nitric Acid and the Recovery of Nitrous Fumes."

National Association of Chemists' Assistants (Newcastle-on-Tyne Branch), "The Minaries," Jesmine Road, at 7.30 P.M. Dancing, 7.30 P.M. to 12. Tickets (including refreshments—Ladies 5s., Gentlemen 5s. 6d.) from Mr. N. Elder, 16 Normanton Terrace, Newcastle-on-Tyne.

Glasgow and West of Scotland Chemists' Association, 165 Hill Street, Charing Cross, at 8.30 P.M. Mr. Jas. Crombie, Ph.C., on "The Pharmacist and Public Health."

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

Christmas Holidays.

A Proclamation published in the "London Gazette," December 9, appoints December 27 a bank holiday and a public holiday in England and Wales and in Ireland. Another Proclamation appoints January 1 a bank holiday only.

We have ascertained that the following houses will close from Wednesday afternoon, December 24, to Monday morning, December 29:

Allen & Hanburys, Ltd., Bethnal Green, E. (Small urgent orders will be dealt with at 7 Vere Street, W.)

American Drug Supply Co., 6 Northumberland Avenue, W.C.

Baiss Bros. & Co., Ltd., Grange Road, Bermondsey, S.E. Bell, John, Hills & Lucas, Ltd., Oxford Works, Tower Bridge Road, S.E.

Berton, Arthur, Ltd., 15 and 17 Worship Street, E.C.

British Drug Houses, The, Ltd., 22-30 Graham Street, City Road, N.

Burge, Warren & Ridgley, Ltd., 91 and 92 Great Saffron Hill, E.C.

Burgoyne, Burbidges & Co., Ltd., East Ham, E.

Burroughs Wellcome & Co., Snow Hill Buildings, E.C.

Carnegie, Bros., 227-229 Essex Road, N.

Christy, Thomas, & Co., Old Swan Lane, E.C.

Curling, George, Wyman & Co., 56-59 Bunhill Row, E.C.

Darton Gibbs Co., The, 9 Aldersgate Buildings, E.C.

Davenport, J. T., Ltd., 117 Union Street, S.E.

De Vilbiss Co., Ltd., The, 71 Newman Street, W.

Dodge & Olcott Co., 20 Mark Lane, E.C.

Edwards, W., & Son, 157 Queen Victoria Street, E.C.

Evans Sons Lescher & Webb, Ltd., 60 Bartholomew Close, E.C.

Greiff, R. W., & Co., Thames House, Queen Street Place, E.C.

Hewlett, C. J., & Son, Ltd., 35 to 42 Charlotte Street, E.C.

Hoffmann-La Roche Chemical Works, Ltd., 7 and 8 Idol Lane, E.C.

Jackson, Ernest, & Co., Ltd., Plantain Place, Borough, S.E.

Macfarlan, J. F., & Co., 9 and 11 Moor Lane, E.C.

Maw, S., Son & Sons, Ltd., 7 to 12 Aldersgate Street, E.C.

May, Roberts & Co., Ltd., 7 to 13 Clerkenwell Road, E.C.

Newbery, F., & Sons, Ltd., 27 and 28 Charterhouse Square, E.C.

Parke, Davis & Co., Beak Street, W.

Reuter, R. J., 69 Carter Lane, E.C.

Sangers, 258 Euston Road, N.W.

"Sanitas" Co., The, Ltd., Locksley Street, E.

Smith, T. & H., Ltd., 25 Christopher Street, E.C.

Sparks, White & Co., Ltd., Tenter Street, E.

Stevenson, H. E., & Co., 122 Great Suffolk Street, S.E.

Stevenson & Howell, Ltd., 95a Southwark Street, S.E.

Tompkins, James, Ltd., 385 City Road, E.C.

Toogood, W., Ltd., 77 Southwark Street, S.E.

Tyrer, T., & Co., Ltd., Stratford, E.

Willows, Francis, Butler & Thompson, Ltd., 40 Aldersgate Street, E.C.

Wright, Layman & Umney, Ltd., 44-50 Southwark Street, S.E.

Zimmermann, Chas., & Co. (Chemicals), Ltd., 9 and 10 St. Mary-at-Hill, E.C.

The following houses will be closed for stocktaking or other purposes on the dates mentioned:

Baiss Bros. & Co., Ltd., Grange Road, Bermondsey, S.E., December 30 and 31 and January 1, 1920.

Christy, Thomas, & Co., Old Swan Lane, E.C., December 30 and 31.

Evans Sons Lescher & Webb, Ltd., 60 Bartholomew Close, E.C., December 29, 30, and 31.

Smith, T. & H., Ltd., 25 Christopher Street, E.C., January 1, 1920.

Toogood, W., Ltd., 77 Southwark Street, S.E., December 30 and 31.

Willows, Francis, Butler & Thompson, Ltd., 40 Aldersgate Street, E.C., December 29 and 30.

Wright, Layman & Umney, Ltd., 44-50 Southwark Street, S.E., December 30 and 31.

The Keighley Tradesmen's Association has recommended all traders, except those dealing in foodstuffs, to close for Christmas the full period from Christmas Eve to the following Monday morning.

P.A.T.A. Council Election.

The election of representatives of the retail section on the Council of the Proprietary Articles Trade Association is taking place next week. There are thirteen candidates for the twelve seats.

The Leeds Chemists' Association are supporting the candidature of Mr. N. N. Armitage, their President for the past four years. Mr. Armitage has always been an adherent to the P.A.T.A. and its principles, and is an advocate of face values in the sale of proprietary articles with an adequate retail profit.

Mr. Alfred Higgs, J.P., treasurer of the Thames Valley Chemists' Association, is another candidate. In support of his candidature the Presidents, Vice-Presidents, and secretaries of the Thames Valley Chemists' Association and the County of Surrey Association of Pharmacists have issued the following appeal:

At the annual meetings of the two Associations it was decided to nominate as a candidate for the coming election Mr. Alfred Higgs, J.P., chemist, Richmond Road, Kingston-on-Thames.

Probably his name in connection with pharmacy is well known to many; he was one of the founders of the Thames Valley District Pharmacists' Association, and the first President; he was also the first President of the County of Surrey Association of Pharmacists, which was formed when the National Health Insurance Act was enacted. He was a member and treasurer of the Face Value Committee, which did good work. Throughout his long pharmaceutical career he has been identified with almost every project in connection with the welfare of pharmacy. It was on his initiative in bringing forward a resolution on the subject of the profit on Elliman's Embrocation at the P.A.T.A. annual meeting in 1913 that retailers have been able to bring to the practical notice of manufacturers that the good will of chemists must not be despised. His attitude upon trade matters is well known, and convinces us that his election upon the retail section would be of immense advantage to every "live" chemist. The latest indication of this is the interest and zeal he has shown in proceedings against chemists before Profiteering Tribunals, where he has already represented several pharmacists with marked ability and success. He has had a public career extending over many years. This is a convincing fact of his eligibility for hard work in the interests of chemists upon the Council. We confidently look for a large poll on his behalf. We hope you will exercise your influence to secure his election.

Chemists' Price-lists.

The Bradford Pharmacists' Association has issued a scale of dispensing charges which was adopted by the Association on December 1. This has been issued printed on a card, which is supplied at 6d. by Mr. Arthur T. Bailes, 19 Ellercroft Road, Bradford. The card is very convenient for hanging up in the dispensing department.

The North London Pharmacists' Association has issued No. 1 of "The London Chemists' Retail Price List," which it is hoped will be adopted by chemists in business in London. It is proposed to issue the list monthly, and subscriptions, 5s. per annum, are received by the Secretary, 180 Philip Lane, Tottenham, London, N. 15. The list contains thirty-six pages, about half of them being blank, so that mid-monthly alterations and additions can be made.

Drug-workers' Strikes.

The strike at the Army and Navy Stores, Ltd., London, S.W., reported in our last issue (p. 57) lasted, so far as the drug department was concerned, for three days. At the end of that time negotiations between the employes' representatives and the directors resulted in the fixing of minimum rates for those engaged in the dispensary, and an agreement to submit rates for "shop staff" to arbitration. These terms were ratified by the staff, who went in on December 8 at the usual time, and are to receive their full week's pay. All the negotiations in question were conducted by the Amalgamated Society of Pharmacists, Drug and Chemical Workers. It is expected that the arbitration will be taken in hand by the new Industrial Court at an early date.

The strike at the works of the United Chemists' Association, Ltd. (*C. & D.*, December 6, p. 57), continued (a truce having been agreed upon between employers and

employed) till December 10, when a conference was held between the directors of the company and representatives of the local Labour party. In the interval an advertisement appeared in the Cheltenham "Echo" expressing the loyalty of nearly a hundred of the workers, whose names were appended, to "Ucal." In an interview given to a local paper, Mr. Harold Miller, managing director, said: "In the meantime we are not taking on any new hands. We do not, however, recede from our position one jot. Whether the Strike Committee go on with their propaganda and keep up their pickets we leave to their sense of decency." Representatives of the Ministry of Labour and the local Trades Council were present at the proceedings on December 10. No result was reached, the directors of the company declining to reinstate the strikers otherwise than at discretion. The number of workers "out" is about 200. The local Trades Council is continuing its efforts for a settlement.

Birmingham.

Dr. Hill Norris, J.P., a well-known Aston practitioner, died on December 7, aged sixty-six.

Samples of veterinary remedies, with pamphlets, were displayed by saddlers at the recent Birmingham Cattle Show.

The Alchemy Lodge, No. 3960, has contributed (per Mr. A. W. Gerrard) 3l. 3s. to the Birmingham "Mail's" Christmas-tree fund.

The coming Christmas holidays will, so far as retail shops here are concerned, extend generally from December 24 to the following Monday morning.

A man of colour, described as a physician and beauty doctor was sentenced, at the recent Birmingham Assizes, to nine months' imprisonment for fraud.

The late Mr. Joseph Spencer was apprenticed to the late Mr. F. B. Collier, Erdington, and not (as stated in his recent obituary notice) to his father.

Captain E. C. Bennison, Ph.C., is arranging for a reunion of his old R.A.M.C. unit, and asks for names and addresses to be sent to him at Great Brook Street Barracks.

Leeds.

Mr. Arthur Mortimer, ex-secretary of the Harrogate Pharmaceutical Association, has consented to address the Leeds Chemists' Association on March 10, 1920, in place of Mr. J. Rymer Young, who is unable to keep his appointment for that date.

A craze for shop-window scratching exists in Leeds and the West Riding, and wanton damage has been so serious that the Leeds Mutual Plate Glass Insurance Society has had to maintain higher premiums because of largely increased claims. Many such scratches—which run great risk of becoming breakages on a slight knock or in frosty weather—have been found on windows in main streets, the scratches extending from side to side. At another Yorkshire town, recently, a soldier was fined 12l. for this kind of mischief.

Liverpool.

A perfume-manufacturing company is sending round men to buy up odd scent-bottles and jars.

Mr. George Imman, the ex-proprietor of a Dale Street pharmacy, has been on a visit to Liverpool.

The Christmas holidays in the wholesale trade will embrace, as a rule, Christmas Day, Boxing Day, and December 27.

Christmas window-displays have been resumed with more than pre-war elaboration, the pharmacies sharing in the general advance.

A theft of opium is reported, and another warehouse has been entered burglariously. The opium is supposed to have been stolen for sale in Chinatown, but it may be offered to chemists and druggists, who will know how to act.

The city medical officer of health has expressed his satisfaction at the rapidly growing appreciation (to which pharmacists have magnanimously contributed) of the hospital treatment offered under the Venereal Disease Act. Patients and attendances have doubled in 1919 as compared with 1918.

The Liverpool section of the Institute of Chemistry, the first local section formed in association with the parent body, held its inaugural dinner at the Midland Adelphi Hotel on December 5. Sir Herbert Jackson (President of the Institute), who was in the chair, congratulated the Liverpool section on its pioneer action, and wished it all possible success.

Manchester.

Mr. W. A. Taylor has taken over the business of Mr. J. Foden, Church Street, Altrincham.

The business of Mr. E. T. Needham, 460 Stretford Road, has been transferred to Mr. H. Garbutt.

Mr. Harry Haworth, 416 Stockport Road, Longsight, has disposed of his business to Colmans, Ltd.

Mr. Aves, Prestwich, has purchased the branch pharmacy at Whitefield lately carried on by Sykes & Skirrow.

Mr. C. H. Griffiths has disposed of his branch pharmacy at 147-9 Hyde Road, Gorton, to Mr. W. S. Wilson.

The business of Howarth & Stocks, 32 Wilmslow Road, Rusholme, has been acquired by Taylors' Drug Co., Ltd.

Mr. W. Uttley, chemist, 451 Stockport Road, Longsight, has disposed of his business to the Manchester and Salford Equitable Co-operative Society, Ltd., 15 Downing Street, Ardwick.

The chemist's business of the executrix of W. Colman, Ltd., at 322 Ashton New Road, Bradford (Manchester), has been taken over by Colmans, Ltd., 19 Brunswick Street, Cheetham.

It is believed that four or five other chemists' businesses have been acquired by two well-known drug companies—one in the Salford district, and the others in the Sale and Altrincham district. Over a dozen pharmacies in the Manchester and Salford area have been acquired by drug companies during the last twelve months.

The Manchester Royal Infirmary has just received an anonymous donation of 20,000/. As a single gift it represents a record for the city's fine institutions. It will enable the board to restore the finances to a satisfactory condition. The donation came in the form of a bankers' cheque, and there is nothing to show the identity of the generous benefactor. No conditions are imposed.

Sheffield.

G. T. W. Newsholme, Ltd., have decided to retire from the panel.

Mr. Bell, the secretary of the Sheffield Students' Association, has relinquished office.

Most of the pharmacies are now exhibiting seasonable goods on a pre-war scale of prices.

There has been an increase of business, both in Insurance and general work, during the last few weeks.

Mr. J. T. Appleton has been elected to serve on the Insurance Sub-Committee formed in order to make arrangements in connection with the medical and pharmaceutical services.

Some hardship has been felt by Government-aided students in not receiving their money. Men in the Sheffield district who are affected in this way should complain to Mr. Appleton or to Mr. Antcliffe, who will take up their cases.

The latest victim to the burglary epidemic is Mr. George Steward, 117 South Street Moor. Money and valuable papers were taken from the back of the house in Ecclesall Road about 8 P.M., while the family were having a little music.

Miscellaneous.

FIRE.—An outbreak of fire occurred recently at the premises of the Rajeen Perfumery Co., 89 Farringdon Street, London, E.C. The damage was slight.

EXPORT RELAXATIONS.—The Board of Trade (Licensing Section) announce that as from December 4 the following have been removed *inter alia* from prohibited exports (List "A"): Lupin seed, poppy and sunflower seeds, shea, illipe and babassu nuts. The heading "Soya-bean cake and meal" should be interpreted as including soya-bean cake, meal, and flour.

CHRISTMAS CLOSING AT DEWSBURY.—Though the Dewsbury Chamber of Trade recently decided that shopkeepers in the town should close entirely from Christmas Eve to the following Monday morning, the Town Council's Markets Committee has resolved to keep the retail markets open on the Saturday. They declined the request of a deputation from the Chamber to close the markets in line with the shops, and the Town Council has since approved the action of the Committee.

HEALTH INSURANCE.—The Ministry of Health draw attention to the fact that any non-manual worker whose remuneration is at a rate between 160*l.* and 250*l.* a year, and who desires to claim exemption under the National Health Insurance Act, 1919, should make his claim not later than December 31. The appropriate form of application is obtainable at any post-office. Until exemption has been granted, the weekly contributions required to be paid in respect of the employed person are at the ordinary rate (7*d.* for men, 6*d.* for women), and if exemption is not claimed within the time allowed the person will remain subject to compulsory insurance under the normal conditions.

PUBLIC-HEALTH STATISTICS.—The sixty-third annual report of the medical officer of health for Islington states that during 1918 the disinfection of 1,037 rooms was carried out with formaldehyde, sometimes augmented by sulphur dioxide. The quantities of disinfectants used are summarised as follows: Carbolic powder, 16 cwt.; "disinfectant fluid," 184 gallons; formaldehyde powder, 23 lb.; formaldehyde solution, 24 gallons. The number of bacteriological examinations made was 738. Most of the samples of drugs analysed were found to be genuine; four samples (out of five taken) of camphorated oil, however, were reported as adulterated, as also were a sample of malt vinegar (out of 21), and one of baking powder (out of 22).

IN THE COURTS.—In Accrington County Court, on December 4, an agreement under which an employé of the Standard Malt Extract Co., Clayton-le-Moors, received the sum of 80*l.* for injuries sustained during work was confirmed.—At Clerkenwell Police Court, London, on December 6, William Kennerley, described as a glass-merchant, Clifden Road, E., was remanded on a charge of stealing, *inter alia*, 40 doz. "medical glasses," the property of Mr. James A. Jackson, medical-glass manufacturer, 348 City Road, E.C.—At Thames Police Court, London, on December 9, a Chinaman was fined 100*l.* for being in unauthorised possession of opium and morphine, the quantities being given as 9½ lb. and 10¼ lb. respectively. It was stated that the defendant (who was unable to stand in the dock) was in the habit of smoking daily ¼ lb. of opium mixed with morphine.—At the same Court, another Chinaman was fined 25*l.* for a similar offence.

THE SUGAR SUPPLY.—The Royal Commission on the Sugar Supply have decided to comply with the request contained in a resolution passed at a meeting of members of the Food Manufacturers' Federation and the Fruit Preservers' Association to the effect that each jam manufacturer should receive an allotment proportionate to his usage in the year 1918. The Royal Commission propose to allow 75 per cent. of the 1919 consumption, or about 150,000 tons, providing that sufficient supplies can be brought to this country. The sugar position for 1920 is, however, so uncertain that the Royal Commission do not feel justified in pledging themselves to the extension of the year's supply. The most that they feel able to do at present is to make issues up to about 69,000 tons for the first twenty-four weeks of 1920, *i.e.*, up to June 12, and to make a further announcement as soon as they are in a position to do so. It is also the intention of the Commission to issue to every manufacturer before December 31 any arrears of sugar due to him under voucher or licence for the current year unless prevented by any inevitable curtailment of supplies for the purpose.

The second of the National Rat Weeks has been fixed to begin on December 29, and the third on February 23, 1920. Returns are invited from local authorities by the Board of Agriculture and Fisheries.

Irish News.

Brevities.

Mr. Stanley Mann, son of Mr. Alfred W. Mann, Ph.C., Market Street, Lurgan, recently organist of Knockmuckley Parish Church, between Lurgan and Portadown, has been appointed organist and choirmaster of St. Paul's Church, Dublin.

It is announced that the Cork Chemical and Drug Co., Ltd., have sold to a cinema company the part of their Patrick Street premises which was burned down in the summer of 1917. The purchase-price is not disclosed, but it is said to be in the neighbourhood of six figures.

Dr. Quinlan, medical officer of the Athlery dispensary district, has reported to the Loughrea Rural District Council a case of anthrax, alleged to have been contracted from an infected shaving-brush—one of a consignment recently imported by a local trader. The Council decided to have the brushes submitted for expert examination.

Belfast

At a recent meeting of the Belfast Corporation, to constitute a Committee under the Profiteering Act, an application for representation from the Ulster Retail Drug-trade Association was refused.

At the recent meeting of the Belfast Board of Guardians it was reported that Mr. H. Todd, Ph.C., temporary compounder at the Templemore Avenue Dispensary, was unable to continue owing to the strike. Dr. Wilson was appointed "for the duration."

At a meeting of the Management Committee of Hospitals and Dispensaries of Belfast, held recently, the Chief Tuberculosis Officer having reported on the application of the North Irish Pharmacists' Association for a revision of the arrangements under which dispensing is done for the Tuberculosis Department, the Committee expressed the opinion that a revision of the rates is necessary, and instructed the Chief Tuberculosis Officer to obtain further information on the subject.

Dublin.

In the Southern Police Court, Dublin, on December 9, Patrick J. Burns, Ph.C., of Morehampton Road, was summoned for having on September 11 supplied medicine in which cocaine was an ingredient to an unauthorised person, and for not making an entry of the transaction in the book set apart for the purpose. There were two other summonses for similar offences on another date. It appeared that the medicine had been supplied on old prescriptions, and that the defendant had forgotten to make the entries in the cocaine book. Defendant was fined 5s. on each summons.

The Irish Assistants' Strike.

The strike is now in full swing. The assistants meet almost every evening, and at their meeting on December 4 it was decided to send a compounder to the Belfast hospitals to maintain the supply of medicines required.—At the meeting of the Ulster Retail Drug-trade Association (Employers' Section), held on December 4, Mr. W. J. Hardy presiding, it was unanimously decided that the employers assist each other during the present dispute. It was also decided, for the benefit and information of the public, that a full statement of the employers' case be published in the Press. Mr. H. G. Pring (Grattan & Co., Ltd.), President of the Federation of Irish Chemists, which includes the whole of Ireland, was present at the meeting. The total number on strike is about 180. In one or two cases the employers have come to an arrangement with the Union, but they are not in the Masters' Federation. In Cork the strike is naturally having disturbing effects on the trade as a whole, although business in all the establishments has been carried on. It was found necessary to close an hour or two earlier than usual, and chemists in every case were ready to help each other. The assistants who were on strike picketed the establishments, distributing leaflets stating that the chemists are striking for a living wage.

Strike pay was given at the rate of 25s. per week. At Grattan & Co., Ltd.'s, Corn Market, Belfast, where the effects of the strike have been most felt, the situation has been eased by the introduction of new employés. Mr. A. Gibson, Ph.C., has closed his Great Victoria Street establishment, temporarily concentrating his business in the Donegall Place shop. A meeting of the Belfast assistants' strike was held on December 8 at the rooms, Mr. R. H. McCandless presiding, which was addressed by Mr. P. Ryan (Electrical Trades Union), and Mr. B. Magill. The members signed a declaration that they would not return to work until a definite settlement was arrived at. A communication was received from Dublin stating that the members there are determined to remain out until their demands are conceded. On December 6 the Lord Mayor of Dublin wrote to Mr. Kidney deploring that a better spirit had not prevailed among the masters and men, and pointing out the disastrous effects of prolonging the strike. He suggested the holding of a joint conference at the Mansion House under a neutral chairman on December 8 or 9. Mr. Kidney pointed out the difficulty of arranging the meeting in the short time, but stated that his federation had always been in favour of such a conference, which had been refused by the employés. In the event of the conference being arranged for December 9, Mr. Kidney asked that it be held after 7 p.m. owing to the employers being engaged on the supplying of medicines during the day. Mr. Kidney having wired the Ulster Retail Drug-trade Association asking if they agreed to the suggested conference, and under what conditions, a reply was sent that no objection would be made to a conference with last recommended settlement as basis. If necessary, each group in the Federation might issue the promise of its members to grant an increase to apprentices as an act of grace, but not through the union. No pledge would be given to take back all strikers, immediate dismissal to follow any attempt to annoy non-union workers. This was signed by Mr. H. Pring (chairman of the Federation of Irish Chemists), Mr. W. J. Hardy (chairman Ulster Employers' Section), and Mr. J. C. Culbert (secretary Ulster Employers' Section). Some employers urge that there should be a neutral chairman, one gentleman stating they did not want the Lord Mayor of Dublin to preside. A Belfast employer is reported to have said that he did not think the union was demanding anything unreasonable. He had signed the notice, and intended in the future to pay his workers a good salary. Six employers in Belfast agreed at once to sign the notice issued by the union. Numerous telegrams have been received at the assistants' headquarters in Dublin pledging support from provincial centres. The men employed in the wholesale houses have also expressed their willingness to co-operate with the strikers. The officials, however, are anxious to confine the trouble to its present dimensions in the meantime. A stoppage in the wholesale supply houses, it is recognised, would be a very serious development, and would inflict hardships upon public institutions. A brighter complexion is given to the situation by the information that over twenty establishments in Dublin have conceded the men's demands. The union has authorised employés in these houses to resume work. On the doors of several shops a printed notice is posted up, "Business as usual," and inside, the proprietors, some of whom have not practised pharmacy for years, are managing in many cases to do the work without assistants. The strike hits company chemists who have a number of branch establishments more than it does individual chemists. The Chemists' Association announce that all shops will close at 6 p.m. during the strike. Six establishments in Limerick are affected, and Waterford assistants ceased work on December 6.

Mr. H. R. STORM, chemist and druggist, has taken over the business of Mr. W. Walsham, chemist and druggist, 50 Greenford Avenue, Hanwell, London, W. 7.

Mr. CHAS. RUNDLE, chemist and druggist, Walthamstow, has purchased the old-established business lately carried on by Mr. A. Moyse, chemist and druggist, at 241 Tooley Street, London, S.E. 1.

Scottish News.

Brevities

Mrs. Lowden, chemist and druggist, daughter of Mr. William Cumming, chemist, Traill Street, Thurso, has left Thurso for Krugersdorp, Transvaal, where Dr. Lowden, her husband, whose home it is, intends to take up practice. During the war Mrs. Lowden acted as dispenser in a military hospital.

Dundee.

Mr. J. H. Thomson, chemist and druggist, Lochee, is one of the newly appointed Justices of the Peace for Dundee.

Fifteen shillings a week is offered for a stout errand boy. On humanitarian grounds a thin one should, of course, be offered more.

Mr. James Anderson, chemist and druggist, has disposed of his branch shop at Polepark Road. Mr. Tait, chemist and druggist, who has been in charge for some years, is the purchaser.

A chemist's apprentice who served nineteen months pre-war and five months afterwards now claims to be an assistant, and entitled to an increase of salary. (The Pharmaceutical Society is accepting two years' apprenticeship instead of three years from ex-Service men.)

Edinburgh.

Mr. D. S. Dawson, B.Sc., F.I.C., has recently joined the laboratory staff of Raimcs, Clark & Co., Ltd.

Clerks to Insurance Committees have been notified that they may apply for grants to pay arrears of 1918 accounts.

As December 31 draws nearer the enthusiasm and determination of Scottish panel chemists increase, and the public is with them.

It would seem that Profiteering Tribunals and profiteering fanatics are becoming weary in fostering a forlorn hope in Scotland. There is "nothing doing."

The works and laboratories of Duncan, Flockhart & Co., Edinburgh, will be closed on Christmas Day; also on January 1, 2, and 3 for New Year holidays.

Presiding at the annual meeting of the Scottish Medical Guild, held in Edinburgh recently, Dr. John Playfair spoke of the possibilities of State Medical Service. The Guild afterwards agreed to favour the establishment of a State Medical Service for the "necessitous classes of the community alone."

The "panel" correspondence in the local Press is on the wane. One correspondent has hit on the happy idea of contrasting the work of the pharmacist compounding six scripts an hour at an average fee of 2d. with the letter-writing of a lawyer at 3s. 4d. to 6s. 8d. a time, and the prescription-writing of a doctor at, say, 2s. 6d. for each effort. He considers the Government guilty of unfair and unworthy tactics in publishing a pamphlet showing the percentage of profit received for dispensing insurance scripts.

At a recent meeting of the Scottish Horticultural Association, Mr. Fife presiding, a paper on *Commercial Botany* was read by the secretary, Mr. A. D. Richardson, who stated that economic botany had received very inadequate recognition from the State in Scotland. He expressed regret that the economic botany section in the Royal Scottish Museum in Edinburgh had been abolished to make way for a collection of old arms and armour. He spoke also of the importance of forestry, and the development of vegetable products, and said it was essential that some encouragement should be given by the Government to foster these industries.

Fife.

Mr. A. MacGregor, chemist and druggist, has taken over the dispensary at Kingskettle, Fife.

Mr. J. Taylor, chemist and druggist, has acquired the chemist's business at Kirm formerly belonging to Mr. Morrisou.

At a recent meeting of the University Court of St. Andrews, it was reported that, by arrangement with the recently incorporated St. Andrews Institute of Clinical Research, it is proposed to establish lectureships in Biological Chemistry and Bacteriology.

Glasgow.

The death is announced of Professor James Murphy, Glasgow Veterinary College, at the age of sixty-five.

Many windows in the city have taken on a Christmas-tide appearance, and chemists should be doing quite a business in perfumes and sundry presents.

A duel over the Drug Union has lately been going on in the correspondence columns of the "Glasgow Herald." Mr. Preston, local secretary of the Amalgamated Society of Pharmacists, Drug and Chemical Workers, set the ball rolling with a letter on flat rates and the condition of the drug-trade, which brought a spirited rejoinder from "An Obscure Chemist." Two replies to "An Obscure Chemist" have since appeared—one by "Ex-soldier and Student," and one by Mr. James Irvine, Scottish organising secretary of the Society.

Poisonings.

THE following fatal cases of poisoning have been recorded since our last report:

At Walworth a woman named Philpot committed suicide by taking a corrosive substance, "probably ammonia," according to medical evidence at the inquest held on December 10.

A Malay States rubber planter, Mr. R. E. Govett, died from poisoning at the house of a Walton-on-Thames doctor. At the inquest, held on December 4, it was stated that belladonna (in liquid and in solid form) and morphine had been found in his possession. A verdict of "Death by misadventure" was returned.

At Belfast, on December 5, an inquest was held on the body of Elizabeth Devlin, whose death was certified as due to poisoning by salt of lemon. Mr. Albert Davis, R.D., 30 Donegall Road, said that the deceased called at his premises and purchased 1½ oz. of salt of lemon, and 1 oz. of carbonate of potash, which, she said, she wanted for cleaning purposes. The jury returned a verdict of "Death from poisoning."

At Kirkcaldy, on December 8, an inquiry was held under the Fatal Accidents and Sudden Deaths Inquiry (Scotland) Act, 1906, into the death of the wife of James Grieve, boilermaker. Evidence showed that the patient within four days swallowed four 6-oz. bottles of medicine, each containing 1 oz. of bromide of sodium. Several witnesses stated that the medical adviser in the case, Dr. R. B. Proudfoot, had been heard to say that the mixture was harmless and perfectly safe, and that those in attendance might "pour it into her." He was also alleged to have remarked that one could not commit suicide with it if one tried. John Beath, who made up the prescription, said that the bromide was in a bigger dose than was usually prescribed, but he did not think it necessary to warn the people, seeing the doctor was in attendance. Thirty-seven grains at one time was not an excessive dose. Dr. Adam Tait, Thornton, said that when he was called the patient was in a comatose state. He asked to see the prescription, and it was not a dose which he himself would have ordered to be repeated as often as had been stated. It was an excessive quantity of bromide to be given every two hours. From his knowledge of the history of the case and from the post-mortem examination he was satisfied that the woman died from excessive doses of bromide. Knowing the dose she got, he would not put it that she had been poisoned. Dr. Proudfoot, giving evidence, denied the statements attributed to him, and ascribed death to heart disease. The jury unanimously found that the cause of death was bromide poisoning, that the treatment was prescribed by Dr. Proudfoot, but that the cause of the poisoning was the want of a clear understanding between the doctor and those who administered the medicine.

The Profiteering Act.

PROFIT-FIXING BASIS.

IN a letter to the Maidstone Chamber of Commerce as to the basis upon which the profit made or sought on the sale of any article may be founded, the Board of Trade says:

It is exceedingly difficult for the department to lay down any principle as to the basis upon which profit is to be calculated, more especially having regard to the fact that in accordance with the provisions of the Profiteering Act the decision as to what is a reasonable price for any article concerning which a complaint has been made is a matter for the local Committee hearing the case to determine. In deciding whether the price charged for any particular article is reasonable the local Committee must have regard to all the circumstances of the case, including not only the initial cost price of the article in question, but the current market price of such article. It is appreciated that if a commodity purchased some months ago at a certain price falls in value the retailer is compelled by the ordinary principles of trade to sell the article at the current market price, notwithstanding the fact that the current market price may be considerably less than the price originally paid for the article; and in these circumstances it is not considered unreasonable that regard should be had to the converse case, and that a retailer who buys a particular commodity which has since risen in price is not necessarily profiteering if he, in fact, sells such article at the current market price, notwithstanding that such price may be higher than the price originally paid for the article.

DRUG COMMITTEE.

The announcement in last week's "Board of Trade Journal" that a Drugs Committee has been in process of formation under the Profiteering Act is of special interest. The membership has now been completed as follows:

Mr. G. W. Bailey, barrister-at-law, late legal adviser to the War Trade Department and member of the Allied Blockade Committee (chairman).

Mr. Marshall Freeman, barrister-at-law, and formerly in business as a pharmacist.

Mr. W. H. L. Patterson, chemical adviser to the Board of Trade.

Dr. G. F. McCleary, medical officer, Ministry of Health.

Dr. C. C. Hawthorne, representing the British Medical Association.

Mr. F. A. Hocking, pharmacist of the London Hospital.

Mr. P. F. Rowsell, President of the Chemists' Defence Association.

Mr. S. D. Begbie, representing the Middle Classes Union.

The Committee, which is charged with the duty of investigating and reporting upon the price, cost, and profit touching various articles in respect of which allegations of profiteering are made, is taking evidence upon oath. The first sitting was held in London on December 5, when representatives of several manufacturing firms were called for examination. Aspirin and menthol are receiving attention at present. In addition to wholesalers and manufacturers there is a likelihood of representative retail pharmacists being called upon for evidence.

Appeal.

At the sitting of the Essex Appeal Committee, on December 4, Mr. Herbert Clarke, chemist and druggist, manager of the Chelmsford branch of Parke's Drug Stores, Ltd., appealed against the decision of the Chelmsford Profiteering Committee ordering a refund of 2d. on the sale of a block of camphor for 6d. (*C. & D.*, November 1, p. 54), on the ground that the profit on the sale was not unreasonable, that it did not exceed the fair average earned under pre-war conditions, and that a charge of 4d. would not yield a reasonable profit having regard to the wholesale price on the date of sale. The Local Profiteering Committee reported that they were satisfied that a profit had been made which was in view of all the circumstances unreasonable, and declared that the price which would yield a reasonable profit was 4d. The $\frac{1}{4}$ -oz. block of camphor sold to complainant was part of 7 lb. delivered in February last at a wholesale price of

10s. 4d. per lb., or approximately 2d. per $\frac{1}{4}$ oz. The rate of profit to the seller was therefore 200 per cent., which was unreasonable and exceeded the fair average rate of profit earned under pre-war conditions. Complainant had stated that on October 23 he purchased a similar block of camphor at another shop in the borough for 3d. The Committee were of opinion that the contention of the appellant that the cost price should be regarded as the wholesale market price on the date of sale would be contrary to the provisions of the Act. Mr. P. J. Ward, solicitor, who appeared for the appellant, said that the pre-war price of camphor was 1s. 11d. per lb. Soon after the war the price began to rise very rapidly. In October 1914 the wholesale price per lb. in $\frac{1}{4}$ -oz. blocks was 2s. 11d.; in February 1919 the wholesale price had risen to 10s. 10d., less 5 per cent. discount. On October 21, the date of the purchase by the complainant, the cost price was 20s. 4d. net. In the present month it was 24s. 6d. In August 1914 the retail price was 1d. a block, or 5s. 4d. per lb., giving a gross profit of about 77 per cent. At the time of the sale the retail price was 6d., which was charged by other chemists in the town and elsewhere, and the wholesale price was 20s. 4d. net per lb., which gave a gross profit of just over 57 per cent. The chairman expressing surprise at the increase in the cost price, Mr. Ward said that he would call Mr. Alfred Higgs, J.P., who was present, as an expert witness on this point. A question arose whether a trader was entitled to charge current prices. A letter was put in stating that the matter had been submitted to the Board of Trade; it was replied that the question of definite ruling was engaging the attention of an expert committee, but it was one of great difficulty, and at that time no decision had been arrived at. The Committee decided to adjourn the case until the Board of Trade announced its decision on the point raised.

Complaints.

BARNET.—The case in which Mr. W. Parry-Jones, chemist and druggist, was recently ordered to refund 1d. on a charge of 8½d. made for a 2-oz. packet of gauze tissue (*C. & D.*, November 22, p. 48) was fully considered by the Profiteering Committee on December 4 in order to arrive at a decision concerning the advisability of instituting a prosecution. In view of the information submitted, the Committee resolved that the facts did not warrant a prosecution, and it was accordingly determined not to proceed further with the case.

BATTERSEA.—At a recent sitting of the Profiteering Committee, a complaint was brought against Mr. R. Banbury, chemist and druggist, 186 Lavender Hill, S.W., for charging 3s. for a bottle of Bailey's Cough Mixture without an Inland Revenue stamp. The complainant said that another customer for a similar bottle was charged the same price, with a sixpenny stamp attached. He also stated that for five or six years he had bought two or three bottles of the same mixture every year, but they had never had a Revenue stamp on them. Mr. Anderson, who appeared for Mr. Banbury, said they admitted one sale without a stamp. On his advice they had tendered 6d. to the Inland Revenue authorities, and sent an explanation. The complainant had not suffered in any way, because he got the same value whether the stamp was attached or not. Mr. C. F. Woodward, chemist and druggist, manager to Mr. Banbury, said that, by an oversight, one bottle was sold without a stamp. The Committee decided it was not a case of profiteering, but intimated that they would call the attention of the Inland Revenue authorities to it.

EDINBURGH.—At the sitting of the Profiteering Committee on December 8, a complaint was lodged against J. C. Pottage & Co., chemists, Princes Street, who had charged 3s. for a prescription which a lady said she had had made up for 1s. 4d. in Callander, 1s. 8d. in Glasgow, and 1s. 10d. in Colinton. The respondents admitted that a mistake had been made, and that the price charged should have been 2s. 6d., but submitted that they were justified in charging 2s. 6d., the difference being service costs. Councillor Watson, in giving the decision of the Committee, said they could not properly tell what service meant and how much it might enter into the price

charged. It was admitted that a mistake of 6d. had been made, and the order of the Committee was that this be refunded.

FULHAM.—At the sitting of the Profiteering Committee on December 9, Mr. J. K. Reid, chemist and druggist, Jerdan Place, S.W. 6, was the respondent in a case of alleged overcharge for loose Beecham's pills, of which he had sold twelve for 4d. For the defence, it was shown that, on opening boxes of the pills costing 11s. per dozen, the gross profit on small sales is 36.5 per cent. On sending round in the neighbourhood, Mr. Reid found that some pharmacists were supplying three of the pills for a penny, and some four. The pre-war rate of profit, in the same conditions, was 33.5 per cent. The Committee found that there was no profiteering, and dismissed the case.—At the same sitting, a hairdresser named Berger was ordered to refund 3d. to a customer whom he had charged 1s. 6d. for a box of Vinolia solidified brilliantine. The respondent admitted the price, but urged that he paid 13s. per doz. for the article, and gave his assistant a salary higher than the trade-union rate of pay.

GREENWICH.—At the sitting of the Profiteering Committee on December 1, Boots, Ltd., 2 Deptford Broadway, were the respondents in a case in which 5s. had been charged for a bottle of Phosferine. The sale was admitted, Mr. Percy Sparks, chemist and druggist, stating that the price was advanced following a provision of the Finance Act, 1915. He produced an invoice which showed that the cost price from Ashton & Parsons, Ltd., was 4s. 0½d. The Sub-Committee dismissed the case.—Messrs. Boots were also respondents in a complaint by a Mrs. Powell, who stated that she was charged 1s. 8½d. for a bottle of cod-liver oil emulsion. Mr. Sparks said the price had been increased from 1s. 4½d. to 1s. 8½d. because of the enormously increasing cost of oil, which was now five times more than it was before the war. Mrs. Powell said she was satisfied, and the complaint was withdrawn.

HACKNEY.—At the sitting of the Profiteering Committee on December 8, a complaint was lodged against Parke's Drug Stores, Ltd., for selling at a local branch a 2-oz. packet of absorbent cotton-wool for 1s., the complainant alleging that he could obtain the same article from another trader at 3s. 6d. per lb. Mr. Alfred Higgs, J.P., treasurer of the Thames Valley District Pharmacists' Association, who appeared for the respondent, stated that the firm paid 2s. 11d. per lb. wholesale, and he denied that the profit made was in excess of that earned by others in the same trade. The sale at 1s. represented 63½ per cent. gross profit. The Committee declined to accept percentages of profit based on selling price, and required information on the cost price. Mr. Higgs contended that the usual practice in all retail trade was to base profit on returns, and stated that overhead charges were, similarly, always calculated on the turnover; however, he could readily give them the desired information, which was that the gross profit was 174½ per cent. on cost price. Comparing this with the pre-war profit, the percentage then worked out 182½ per cent., so that actually less profit was now made. A member of the Committee inquired if Mr. Higgs contended that, if the pre-war profit on an article was 5,000 per cent., he would be entitled to that profit to-day? Mr. Higgs replied that if that was the fair average rate of profit earned by persons in the same way of business, under Section 1, Sub-section 2, of the Act, that "shall not be deemed unreasonable." After consultation in private, the Committee declared that an unreasonable profit had been made, required the respondent to return 5½d., and directed a prosecution. Mr. Higgs replied that he was not paying over the money, and would appeal against their decision.—At the same sitting, W. Mullings, hairdresser, was the respondent in a case in which 1s. 3d. had been charged for a tube of Ucryl tooth-paste, the tube being marked "1s." The case was defended by Mr. C. H. Kirby (Neve, Beck & Kirby), on behalf of the Proprietary Articles Trade Association. He pointed out that the price was a protected one. Corroborative evidence was given by a representative of Eucryl, Ltd. A member asked the witness what right the makers had to control the price of the retailers. The witness replied that they reserved the right to themselves—in fact, it was usually adopted

now on all proprietary articles. The Committee dismissed the case, but referred the matter to the Board of Trade upon the point of the condition imposed by the wholesale firm upon the retailer.

LIVERPOOL.—In only four of the cases brought, so far, before the Profiteering Committee has a pharmacist been the respondent. The allegation in one case was that an overcharge of 2d. had been made on a shilling article. The case, the only one actually heard, was dismissed. Two cases affecting the drug-trade were in the list for December 10, but were formally withdrawn by the complainants before being called.

PENGE.—At the sitting of the Profiteering Committee on December 4, Bennett's Drug Stores, 96 Beckenham Road, S.E., were the respondents in a complaint lodged by a lady who failed to appear. She wrote to the Committee stating that she was charged 3d. for 1 oz. of boracic powder. The opportunity was given to Mr. C. Parker, Ph.C. (manager at Bennett's Drug Stores), to have the case dismissed in view of complainant's non-appearance, but he elected to have it fought out. Mr. Parker submitted price-lists of well-known wholesale drug houses, showing that the price before the war and for some time after was 5d. to 5½d. per lb., and at the present time is 1s. 3½d. per lb. He said that the powder was sold by him before the war at 1½d. per oz., and at present the price charged was 3d. per oz. Therefore his ratio of profit was now actually less than before the war. He held that that was all he had to prove. After questioning Mr. Parker at some length the Committee dismissed the case.

RICHMOND.—At the sitting of the Profiteering Committee on December 3, Messrs. W. Morrell & W. S. Howells, pharmacists (trading as J. Bletsoe), High Street, were the respondents in a case in which 3s. had been charged for 3iv. of syr. glycerophosph. co., the cost price of which was given in evidence as 3s. 10d. per lb. The complainant stated that on a previous occasion the respondents' charge was 2s. 6d. A refund of 9d. was ordered.

ROMFORD.—At the sitting of the Profiteering Committee on December 5, two complaints against Mr. Thomas England, chemist and druggist, proprietor of Lasham's, Victoria Road (C. & D., December 6, p. 62), were again considered. The clerk submitted figures which he had secured from other local chemists, and stated that he had thought it wise, in the circumstances, to place the facts before the Essex County Association of Pharmacists. He had received the following reply: "In reply to your letter, the price of seidlitz-powders is a very variable question, inasmuch as these are supplied in at least two strengths in the ordinary way, in addition to several proprietary brands, the selling prices of which are fixed by the makers. In answer to your questions, however, I quote from the list of a large London firm for present prices, and give you approximate prices for 1914; but I would point out that the retail prices of both these articles varied in 1914, as they do now, according to the district in which they are sold, and the question of overhead charges has to be taken into consideration in determining such—as, I understand, is recognised under the Profiteering Act. Prices of seidlitz-powders in 1914: Ordinary, 4s. gross, retail 1d. each; extra strong, 6s. 6d. gross, retail 2d. each. Present prices: Ordinary, 12s. gross, retail 2d. each; extra strong, 19s. 9d. gross, retail 3d. each. Glauber salts in 1914: Cost price, 20s. cwt., retail 1d. 1 oz., 2d. 4 oz. Present prices: Cost price 32s. cwt., retail 1d. 1 oz., 3d. 4 oz. The price for the last-named article is for what is known as "feathery crystals," usually supplied by better-class chemists; but I would further point out that allowance has been made for cost of labour in packing, and, where it is used, for grease-proof paper in which the salts are sometimes wrapped." The chairman said that the figures they now had before them were in advance of the prices mentioned in the complaint, and it appeared that Messrs. Lasham were not charging more than other chemists. The clerk pointed out that the Committee were not trying the case. They were only deciding whether or not there was a *prima-facie* case. Mr. A. H. Thompson said he was quite satisfied that there was not a *prima-facie* case, and he proposed a resolution accordingly. The price charged

was not more than was being charged by good-class chemists. He thought it was quite a frivolous thing. The Chairman: I don't think the rate of profit exceeds the pre-war. The resolution that there was no *prima-facie* case was carried unanimously. The complainant, upon being informed of the result, said he should take the cases to a higher tribunal.

WALTHAMSTOW.—At the sitting of the Profiteering Committee on December 6, Brigg's Drug Stores, 75a High Street, were the respondents in a case in which 7½d. had been charged for a nail-file, the cost price, it was stated, being 3s. 6d. per doz. Mr. Anderson (Neve, Beck, & Kirby), who appeared for the respondents, asked for the production of a written complaint. It was replied that the Committee's clerk, who had made the purchase, had lodged the complaint. Mr. Anderson further said that he could not find the articles in the schedule. The chairman said that the schedule contained practically everything that a chemist sold, except quinine and controlled articles. Mr. Anderson said that, before the war, this article was bought at 1s. 3d. per doz., and sold at 3d. each. A Member: What a pity the Profiteering Act was not brought in during pre-war times! Mr. Anderson then quoted the paragraph of the Regulations which defined a reasonable profit. The Chairman: Do you suggest that the sale of this article, making 132 per cent., is not profiteering? Mr. Anderson: That is my contention, sir. Mr. W. E. Swanston, chemist and druggist, manager at the High Street shop of Brigg's Drug Stores, produced similar articles he had purchased at other shops for 9d., 7½d., and 1s. The Chairman: How was it that you were selling at 7½d., and your colleague at the Hoe Street branch at 6d.? Mr. Anderson said that there were different managers at each shop. The manager at Hoe Street might have been clever enough to get it cheaper. The sale of this article was only a small part of a chemist's business, and there were numbers of things, especially proprietary articles, on which the profit was small. A Member: If we take the paragraph in its entirety, we shall be absolutely at sixes and sevens. The chairman said that the Committee found that there was a slight difference in the charges as compared with 1914, but had decided that it was not sufficient to go into the matter further, and the case would be dismissed.

WANDSWORTH.—At the sitting of the Profiteering Committee on December 9, Mr. John Keall, chemist and druggist, was the respondent in a case of an overcharge alleged to have been made for Byno-glycerophosphates at one of his shops. No one appeared in support of the complaint, and the town clerk pointed out that complainant had thus rendered himself liable to pay a fine of 50l. or suffer imprisonment for one month. The Committee decided to dismiss the case against Mr. Keall, and to write to the complainant asking him, before commencing proceedings, what excuse he had to offer.

WIMBLEDON.—At the sitting of the Profiteering Committee on December 4, a Mr. Hicks complained that on November 18 he purchased, at Stephenson's Drug Stores, 125 gr. of potassium permanganate, for which 6d. was demanded and paid. The most reliable guide to prices in these articles showed that the price was 8d. per oz. Mr. John Stephenson said the first purchase by Mr. Hicks had cost him 1s. 4d. per oz. He put in an invoice, dated June 1918, for 2 oz. at 1s. 4d. per oz. On February 13 he purchased ¼ lb. at a price which worked out at 10d. per oz. The Clerk: Can you prove that Mr. Hicks' purchase came from the lot you obtained in June 1918, and not from that obtained in February 1919? The Committee decided to dismiss the case.—At the same sitting, it was alleged that for 100 saccharin tablets, full strength, a charge of 1s. 7½d. had been made. It was decided that a *prima-facie* case for investigation had been made out.—At the same sitting, a complaint was received as to the price charged for crushed linseed, the complainant stating that he paid 1s. 6d. for a pound, while at other shops it was sold for 8d. and 9d. per lb. The wholesale price for best crushed linseed, it was further stated, was 60s. per cwt. It was decided to let the complaint stand over till the next meeting.

Legal Reports.

Libelling Sir A. Mond.—The action for libel which Sir Alfred M. Mond, M.P., brought against Mr. H. M. Fraser and Mr. H. H. Beamish (*C. & D.*, December 6, p. 64) concluded on December 5. The jury found a verdict for the plaintiff, with 5,000l. damages. Mr. Justice Darling accordingly granted the injunctions and entered judgment for the plaintiff for 5,000l. and costs.

Sale of Food and Drugs Acts.—At Sutton, Surrey, on December 4, Claude Inkster, Ltd., chemists, 68 High Street, were summoned for having sold *sweet spirit of nitre* deficient in ethyl nitrite to the extent of 36 per cent. A County Council inspector, giving evidence, contended that the words "Not guaranteed B.P.," which were written on the label on the bottle, would not be understood by the average member of the public. For the defence, Mr. Inkster said that the liquid was of a very volatile nature, and that it was practically impossible to keep it at its original strength. He produced some standard works on chemistry in support of his assertions. The chairman said the Bench were perfectly satisfied that Mr. Inkster was an honest tradesman, but they thought the label he put on his bottle ought to be more prominent, so that the ordinary person could understand, and have his attention drawn to it. They did not think that Mr. Inkster had committed anything that they could fine him for.—At Luton, on December 6, Mr. Howard E. Hall, chemist and druggist (Ephraim Hall & Son), 41 George Street, was summoned for having sold *sweet spirit of nitre* which was stated by the public analyst to be deficient in ethyl nitrite to the extent of at least 75 per cent. For the defence, it was explained that this business had been carried on by father and son for nearly seventy years without complaint. Since the result of the analysis was known the bottle from which the sample was served had been examined, and it was found that the stopper was not properly ground in, and must have permitted evaporation to take place. The Bench imposed a penalty of 5l., with 18s. costs.—There was a second summons against Mr. Hall for having sold *syrup of rhubarb* deficient in sugar to the extent of 20 per cent. In this case it was stated for the defence that the medicinal properties of the article were not affected, and the shortage of sugar was due to the fact that the attention of chemists had been drawn to the necessity of saving as much sugar as possible. A fine of 1l., with 18s. costs, was imposed.

Surnames as Trade-marks.—In the Chancery Division on December 4, Mr. Justice Peterson heard two applications by J. C. Eno, Ltd., for an order directing the Registrar of Trade-marks to proceed with the registration of the word "Eno" as a trade-mark in class 3 as a medicinal preparation, and in class 42 as a dry preparation for the making of a non-intoxicating beverage. Mr. Colefax, K.C., for the applicants, stated that the business was established in 1869 by Mr. Eno, who died in 1915, leaving no relation bearing his very uncommon name. The business was acquired by a private limited company incorporated in 1897. Search had been made all over the United Kingdom, and the only person of the same name that had been discovered was a Mr. Geo. Thos. Eno, who was a haberdasher, of East Street, Walworth. There was no chemist of that name. This saline preparation was extensively advertised, and had a very large sale, and was universally known as "Eno's." Counsel read an affidavit by Sir Jesse Boot, who stated that his company had over 600 retail shops, in which large quantities of Eno's fruit salt were sold. It was a common thing for the public to ask for it simply as "Eno's," and anyone doing so would be supplied with the applicant's preparation. He had never heard of the name except in connection with the applicants' fruit salt. Sir Jesse Boot went on to say that, although his company was a competitor of Eno's, he made this affidavit because he thought that the applicants were in justice and fairness entitled to the registration of the word "Eno," and that it was in the interest of the public

that it should be done. Mr. Colefax produced affidavits by pharmaceutical chemists all over the United Kingdom to the effect that the name "Eno" was synonymous with the applicants' fruit salt. Mr. Austen-Cartmell, for the Registrar, admitted that the evidence was complete as to the name "Eno" being associated with a "mild aperient," but objected to the word being registered as a mark for a "refreshing beverage." Mr. Colefax pointed out that in their advertisements the applicants spoke of the preparation as a "pleasant, agreeable, and sparkling beverage." His Lordship, giving judgment, said the only point he had to consider was whether the word "Eno" had become distinctive of the applicants' preparation and was adapted to distinguish it from the goods of other people. An elaborate search had been made in the United Kingdom, with the result that this surname was found to be very unusual; while, with regard to user, the evidence was overwhelming. It was acknowledged that anybody who went into a chemist's shop and asked for a bottle of "Eno's" would be supplied with the applicants' fruit salt, and that this was what the person who requested "Eno's" wanted. He directed the Registrar to proceed with the registration in both applications.

Chemical Society.

At the meeting of the Chemical Society held at Burlington House on December 4, Sir James Dobbie being in the chair, a ballot was held at which 109 new Fellows were elected. Two papers were read by Dr. T. M. Lowry. In the first, *The Separation of Minerals by Decrepitation*, he referred to the fact that many minerals decrepitate on heating. He made use of this phenomenon for the separation of white barytes from the coloured varieties, using for this purpose Keswick barytes. The procedure, which he demonstrated, consisted in heating the barytes; the resulting powder was thrown on a sieve and the residue again sieved, sieves of different sizes of meshes being used in the two cases.

In his notes on *The Decomposition of Nitric Esters by Lime*, the author dealt with the experiments made to utilise explosives as fertilisers, in view of their high content of nitrates. To this end cordite was submitted to the action of saked lime in water and a catalyst. It was found that pyridin was the only efficient catalyst for this purpose, and with proper care and employed in suitable amounts the conversion works smoothly. Cordite submitted to this process yields a brown mass, specimens of which were shown, which can be easily reduced to powder. This mass was found to contain chalk, calcium oxalate, nitrate, nitrite, acetate, formate, hydropyruvate, and dihydroxybutyrate. On the other hand, no glycerin was obtained; as a parallel it was mentioned that on the hydrolysis of nitrocellulose no cellulose is obtained. Experiments undertaken to establish the value of this converted cordite as a fertiliser showed that in some instances it exhibited a toxic action on plants; this effect was found to be due to the presence of calcium hydroxy-pyruvate, which renders it useless as a fertiliser. This acid apparently takes the place of glycerin in the process of breaking down the nitroglycerin, and appears early, and again late, in the reaction. An interesting discussion followed the reading of the latter paper, particularly of a theoretic nature, regarding the various reactions which come into play during the process of breaking down cordite in the presence of a catalyst.

IMPERIAL COLLEGE OF SCIENCE AND TECHNOLOGY.—The Calendar for the session 1919-20, which has just been issued by the Stationery Office (1s.), consists of 455 pages. It is divided into four parts—(1) dealing with the Imperial College, (2) the Royal College of Science, (3) the Royal School of Mines, and (4) the City and Guilds (Engineering) College. The prospectuses of the various departments are given, interesting historical details, and lists of professors, prizemen, and diplomates.

New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

RICHARD E. ENTWISTLE, LTD. (P.C.).—Capital 2,000*l.* Objects: To carry on the business of a pharmaceutical and dispensing chemist and druggist, vendor of patent medicines, perfumery, and other proprietary articles. The first directors are: Y. Entwistle (managing director) and W. Entwistle, chemist and druggist. R.O.: 101 Lonsdale Street, Accrington.

HERBERT'S (CHEMISTS), LTD. (P.C.).—Capital 500*l.* Objects: To carry on the business of chemists, druggists, drysalters, opticians, oil and colourmen, etc. The first directors are: H. B. Jones, 12 Cross Street, Abergavenny, Mon., chemist's assistant; W. E. Peacock, 90 St. Mary's Street, Risca, Mon., chemist; and J. R. Rosser. R.O.: The Pharmacy, 90 St. Mary Street, Risca.

RAJAR, LTD. (P.C.).—Capital 300,000*l.* Objects: To take over the business of Rajar, Ltd. (incorporated in 1907), manufacturers of and dealers in photographic materials and apparatus, advertising specialities and novelties, showcards and almanacs, chemicals, etc. The first directors are: A. E. Parker, T. L. Parker, and C. F. S. Rothwell. R.O.: Rajar Works, Town Lane, Moberley, Ches.

LEWIS & BURROWS, LTD.—The report of the directors for the year ended September 30, 1919, states that the company has experienced the best trading year in its existence. A sum of 1,000*l.* has been set aside out of profits to be added to the depreciation reserve account. The net balance available is 14,804*l.* 4*s.* 11*d.*, out of which it is proposed to place 3,000*l.* to the general reserve account, to pay a dividend at the rate of 6 per cent. per annum (less income tax) on the preference shares, and a dividend at the rate of 10 per cent. per annum (less income tax) on the ordinary shares, leaving a balance of 5,006*l.* 4*s.* 11*d.* to be carried forward, out of which payment of excess profits duty for the year will be made in due course. Upon the passing of the present accounts and the adoption of the report, the reserve funds will stand at 16,542*l.* During the year the leases of the branches at 292 High Road, Chiswick, 229 High Road, Kilburn, and 182 Portobello Road have been renewed. The lease of 555 Battersea Park Road having expired, the directors decided not to renew it. Mr. W. B. Trick, J.P., retires by rotation, but, being eligible, offers himself for re-election.

IDRIS & Co., LTD.—The annual report of the directors for the year ended October 31, 1919, states that the sales have shown a considerable advance over the previous year, and a corresponding increase in the profits. After charging interest on debenture stock and writing off all depreciations, the net profit for the year is 23,538*l.* 3*s.* 11*d.*, compared with 9,207*l.* 16*s.* 5*d.* for 1918. The directors are glad to be able to recommend the payment of the following dividends on all the shares, and to transfer to the credit of reserve account the sum of 7,000*l.*, which will then stand at 16,000*l.* The suggested appropriation of the profit is as under: Profit for the year, 27,538*l.* 3*s.* 11*d.*, to which is added balance brought forward, 4,812*l.* 12*s.* 5*d.*, making a total of 32,350*l.* 16*s.* 4*d.* From this is to be deducted debenture interest, 4,000*l.*; dividend on "A" preference shares, 6 per cent., 6,600*l.*; "B" preference shares, 7 per cent., 700*l.*; "A" ordinary shares, 10 per cent., 5,000*l.*; "B" ordinary shares, 10 per cent., 1,800*l.*; founders' shares, 5 per cent., 900*l.*; amount to be transferred to reserve account, 7,000*l.*; making a total of 26,000*l.*, and leaving a balance to carry forward of 6,350*l.* 16*s.* 4*d.* The directors much regret to announce that Sir James Bradford has resigned his seat on the Board. They are glad to say, however, he has consented to continue to give the company the benefit of his valuable experience in financial and business matters as may be required.

A Chemists' Costing System.

The following report by the Costing Committee was presented at a meeting of the North London Pharmacists' Association held at the Progressive Pharmacy Club on December 10:

Your Committee has met and investigated the basis of a costing system as requested at the November meeting of the Association. They felt that it would be your wish if they included some reference to the present position as brought about by the Profiteering Act, as well as the demand from the Ministry of Health for the requisite data in order to justify the demand for a 50 per cent. increase in dispensing remuneration, in addition to providing a sound basis of costing in business building.

THE NEED OF A COSTING SYSTEM.

The chemist's business is one of great difficulty owing to the numerous articles handled, bearing various rates of profit. The turnover in these articles varies remarkably, some bearing an altogether inadequate profit, even though they are easily handled and ready sellers. Thus, one Profiteering Tribunal volunteered the opinion that 25 per cent. on sales for a branded article, a ready seller, and not a bulky article consuming space, requiring no special skill or knowledge, was certainly a profit to which no objection could be made. This figure of 25 per cent. is readily understood as being too low when we recall the fact that in 1915 chemists' overhead charges were officially admitted to be 21 per cent. of their turnover.

A costing system has for its object the raising of the standard of efficiency, and revealing at a glance the relative value of the various departments of which a chemist's shop is a mixture. It should include maintenance charges, labour required for cleaning, errands, etc., and the productive labour of the salesman or the dispenser in order to complete the transaction. Every article sold would thus have its selling price set out on a time costing scale for all charges, *plus* the material. The figures below are hypothetical:

| | |
|------------------------------|-------|
| Maintenance | 15.0 |
| Unproductive labour | 5.0 |
| Productive labour (salesman) | 10.0 |
| Management | 10.0 |
| Article or material | 60.0 |
| | 100.0 |

which would be the sale price of the article.

GROUPINGS.

Your Committee, in order to get at the root of the matter, found that it was advisable to group the articles sold on a departmental basis. They were aware that in a single shop departmentalising is almost impossible; but they concluded that grouping would be the simplest method of reducing the business to a satisfactory basis. They propose that the following groups should be adopted:

1. Dispensing.
2. Drugs.
3. Own proprietaries.
4. Sundries.
5. Proprietary articles: (a) toilet, (b) medicinal stamped, (c) foods.

MAINTENANCE CHARGES.

The first step in any system is to ascertain what are the overhead or maintenance charges. The unit agreed upon was 100% rental as a standard for comparison, the working hours, inclusive of Sunday attendances on the present basis, to be 3,000 per annum. They estimated on the specified standard type of business that the overhead charges or maintenance should include:

- (1) rent;
- (2) rates (poor, general, water);
- (3) lighting;
- (4) insurance;
- (5) sundry costs (including paper, labels, cork, string);

- (6) telephone;
- (7) depreciation of stock and wastage;
- (8) postage, stationery, and cheques;
- (9) interest on stock;
- (10) interest on current account;

all reduced to unit per hour. This works out at 31.1d. The Tariff rate is calculated on a much lower basis of 18.0d. per hour, which our investigation proves to be far too low in the standard type of business. To this must be added 5.6d. per hour for unproductive labour due to cleaning, and ancillary services, making a total in our standard type of 36.7d. per hour.

REMUNERATION.

Having obtained a maintenance basis for this standard of business, your Committee considered the remuneration a chemist could reasonably expect. To quote a flat rate per hour was not satisfactory. They considered that a pharmacist was primarily a dispenser of medicines and the legal vendor of poisons. The latter is not a very economic position, and could be neglected. They therefore chose the dispensing as the simplest and best unit to be adopted—that is, the professional basis.

The original Insurance Tariff was built on 33½ per cent. on drugs, in order to cover maintenance costs, and a basis of 2s. per hour, calculated on twelve prescriptions dispensed, as the professional fee. This was contract work; and under certain conditions, not the least being no discounting, it could be held to meet such work in pre-war days. The average rate per hour in dispensing was high, and could not be maintained unless the prescriptions were merely measuring. This was the main cause of dissatisfaction. No allowance was made for the necessary clerical work. Nevertheless, your Committee feel that, if you make adequate costings and calculate on a due appreciation of time in all operations, a rate of 3s. 6d. per hour per man or woman engaged covers professional services. Thus on our standard business of 100% rental it would require two persons, only part of the time of the second person being required, which would raise remuneration to 5s. per hour. We have to provide in this business for a cost per hour:

| | |
|---------------------|------|
| Maintenance cost | 31.1 |
| Unproductive labour | 5.6 |
| Productive labour | 42.0 |
| Management | 18.0 |

Net costs 96.7

in all-time dispensing, or, to keep to round figures, 100d. per hour. Thus any article sold or medicine dispensed costs in our standard business 1.7d. per minute.

OTHER DIFFICULTIES.

Your Committee's next difficulties arose over the apportionment of profits on the various groups, so that the prices would not be inflated over pre-war standards, and the proportion of turnover in those groups which would be desired in order to attain the objective. Dispensing, we have pointed out, provides a basis on which to build. Fifty hours' dispensing per week at an average rate of ten per hour on the division of labour principle seems not unreasonable, and would remunerate us if a flat rate of 6d. for professional service were allowed. This is never attained save in a few dispensing departments, but is easily doubled in public dispensaries, where what might be termed mass production in dispensing takes place. Nevertheless, your Committee considered this whole-time dispensing department as the nucleus, and each hour which it was necessary to fill up with other business should also bear a like proportion of the necessary costs.

The minimum time for a sale is probably two minutes, since the incidental time of talking can scarcely be considered. This would mean that no article could be sold which did not show a profit of 3.4d., a figure which shows articles below 6d. to be uneconomic in our standard business and incidentally condemns many articles in group 5.

The average rate of profit then must be 50 per cent. on selling price for articles from 6*d.* to 1*s.* From 3*d.* to 6*d.* they should be one and a-half times cost, and below 3*d.* at least twice the cost.

GROUP 1.—DISPENSING.

In general the formula would be :

| | | | | | | |
|----------------------|-----|-----|-----|-----|-----|-----|
| Material | ... | ... | ... | ... | ... | x.0 |
| Container | ... | ... | ... | ... | ... | y.0 |
| Maintenance | ... | ... | ... | ... | ... | 3.7 |
| Professional service | ... | ... | ... | ... | ... | t.0 |

x and *y* are the costs, *t* represents the time cost. Thus 3.7 + *x* + *y* + *t* = final charge. The value of *x*, we considered, should be the cost price, with 1*d.* as the minimum charge; *y* is fixed by the cost tariff price; *t* can be estimated on a tariff basis. In order to eliminate inequalities in pricing under a time basis for dispensing, owing to differences in rates of speed, your Committee considered the flat rates for dispensing the various mixtures, pills, cachets, etc. For this purpose they took the tariff of 1915 and the rates there suggested, testing them in the light of the figures mentioned above.

They found these rates grossly inadequate in the light of present costs. Thus, in the case of mixtures 2*d.* was allowed; the minimum for contract work should be 4*d.*, plus overhead costs, and when clerical labour and checking have to be added they consider the minimum dispensing fee should be 6*d.* Since time is the real factor, it follows that a standard relation for various dispensers would have to be set up, and this points to a minimum flat rate.

The dispensing rate in the pre-war Liverpool list was 6*d.* to 8*d.*, but this included overhead charges, unless we allow these to be incorporated in the price set out for drugs. The principle of the tariff, which is cost price for drugs plus maintenance plus professional fee is, actuarially, more sound. The flaw in the present system is that no adequate allowance is made for wastage. Five minutes for a mixture would mean 9.7*d.* to cover all costs exclusive of drugs and container, which points to the minimum sale price of a simple mixture being approximately 1*s.* 6*d.*

It is hoped, if the Association so desire, to complete the costings and submit them to a costings expert in order to provide a uniform groundwork.

GROUP 2.—SALE OF DRUGS.

We have shown that sales under 6*d.* are not economic in a positional business of the standard type chosen; but those businesses with lower overhead charges could still deal in smaller quantities on an economic basis. It is, even in non-positional businesses, quite impossible at the present time to make a reasonable living in a business where the majority of sales is below 3*d.* On drugs we make a comparison between the profits on 1914 prices and those of 1919 of three articles recently before a Tribunal :

| Per oz. | 1914 | | | 1919 | | |
|------------------|------|------|--------|------|------|--------|
| | Cost | Sale | Profit | Cost | Sale | Profit |
| Borax | 0.3 | 1.0 | 0.7 | 0.45 | 1.0 | 0.25 |
| Cream of tartar | 0.83 | 3.0 | 2.17 | 2.4 | 5.0 | 2.6 |
| Scott's dressing | 1.7 | 6.0 | 4.3 | 6.0 | 12.0 | 6.0 |

It will be seen that the rate of profit has decreased as the value of the material advanced, and sometimes the selling price is unchanged. This is a complete answer to charges of profiteering.

The next point which has to be considered is the frequency figure in sales. Thus, mag. sulph., or any similar article having a quick turnover, need not have the same margin as antifebrin, since there is very little loss and very little time spent in handling. Rarer sellers must bear a heavier margin, and, in stating prices, this point has always to be borne in mind. Your Committee came to the conclusion, both on a pre-war basis and the present needs, that drugs should bear 50 per cent. on selling price.

It is necessary that prices on quantities should be watched so that the margin of profit shall not fall below

the living limit. If the rate is maintained on the established basis up to 2*s.*, the margin may be lowered according to the frequency figure being high or low.

GROUP 3.—OWN PROPRIETARIES.

In estimating the cost of these articles all the factors should be taken into account, including labour, the proportion of space in overhead charges, the type of article, advertising, and the profit allowed of 50 per cent. on selling price. Some assert that this should be higher; but if due allowance is made for all costs, your Committee found that the profit mentioned was not only safe but justifiable in order to save the article from being killed by too high a price.

GROUP 4.—SUNDRIES.

It is usually the practice to balance one article against another, and the profit varies from 33½ on selling price to 75 per cent. and even higher.

Your Committee considered, however, that the present high material cost made it impossible for them to do other than make it a profit of 50 per cent. on selling price.

GROUP 5.—PROPRIETARY ARTICLES.

The profits vary here owing to the curious notions of some proprietors, who treat a chemist as the distributor of the manufacturer's articles, relying on the force of advertising to compel distribution. The following rates are suggested :

Class A, including proprietary toilet articles, 33½ per cent. on selling price.

Class B, medicinal stamped, 25 per cent. on selling price.

Class C, foods, 20 per cent. on selling price (owing to their rapid turnover).

It was not part of your Committee's reference to investigate how far a chemist's business could be made more remunerative; but they would suggest that the unit of dispensing is one to be borne in mind, and all sales balanced against the displacement. This would mean a firm knowledge of grouping so that the requisite skill and knowledge could be applied to that point where such application is likely to be best productive. The head of the nail must be seen if you intend to hit it.

PRICE LIST.

Your Committee felt the need of a price list on a costing basis which should not infringe the definition of a reasonable profit. They felt that the only basis would be one which took into account the article's frequency of sales—a limpet must obviously bear a higher rate of costs. To buy bulk articles on a cheap market and find that it requires two or three years to sell out is not always economic. Business acumen requires purchases to be on the basis of turning over quickly, and an extension of the time may destroy all possible profit. They put forward a provisional list of a large Association as a basis on which to build, and would ask all members to test those prices so that your Committee can have all the necessary data on which to construct a list which not only will comply with an adequate costing system, but prove to be impregnable against all charges of profiteering.

CONCLUSION.

Your Committee would suggest that you authorise them to extend their investigations and provide a list satisfactory for businesses other than the standard type as well as more details, so that it could be issued in pamphlet form and used as a guide. They also suggest you should authorise the sending of the suggestions to London and Middlesex County Executives to see what is possible in the way of co-ordination. The secretary acting for the Committee is Mr. G. F. Weiss, 180 Philip Lane, Tottenham, N. 15, to whom all suggestions should be sent.

JAVA COCAINE.—The name of the Soekaboem Cocaine Factory has been altered to that of Java Cocaine Factory, and will be under the management of the firm of Geo. Wehry & Co. It is reported that it is proposed shortly to open a cocaine factory in East Java.

The Cost of Dispensing Prescriptions.

By Mr. John Netherway, Secretary and Director of
Allen & Hanburys, Ltd.

A QUESTION which—not without good reason—is engaging the attention of many retail pharmacists at the present time is that relating to the cost of dispensing prescriptions.

In pre-war days, when trading conditions were normal and the markets steady, it was not a difficult matter to fix the prices of dispensing on a basis, which, even if arrived at in a more or less haphazard way, ensured, or so it was believed, a fair margin of profit. How different, however, are the conditions under which the same work is now being carried on! The cost of drugs and chemicals has increased 150 per cent. or more, bottles, roughly, 200 per cent., salaries and wages 100 per cent., labels, etc., approximately 200 per cent.; and yet, in many instances, we find that a pharmacist, if he has increased his price at all, has added no more than 30 per cent., or perhaps 50 per cent., to his pre-war charge for compounding a prescription, the actual cost of which to him is certainly two, and in some cases, three times as much as in 1914.

In an endeavour to focus the attention of pharmacists on this question there appeared in *THE CHEMIST AND DRUGGIST* of May 3 (p. 53) a copy of a paper read by Mr. C. T. Allen, Ph.C., at a meeting of the Western Pharmacists' Association (of London) on "The Cost of Dispensing Medicines." While Mr. Allen's suggestions are, in the main, sound and businesslike, the expenses to which he refers cannot, in all instances, be regarded as sufficient when all costs are brought into account; moreover, his method of arriving at them is not as correct as it might be. Mr. Allen gives as an example of his own system the net cost of the following mixture:

| | s. | d. |
|-------------------------|------|------|
| Sod. salicyl. | 3ij. | 0 1 |
| Pot. cit. | 3ij. | 0 2 |
| Liq. amm. acet. | 3j. | 0 0½ |
| Aq. camph. | 3iv. | 0 2 |
| Aq. ad | 3vj. | — |
| | | 0 5½ |
| Container | | 0 3 |
| Overhead charges | | 0 6 |
| | | 1 2½ |

One item is overlooked, which, though small, is not altogether negligible—namely, capping, labelling, etc., which in these days of increased cost of paper and printing should certainly be charged at not less than ½d. This would bring the cost to 9d., exclusive of the overhead charges indicated. And it is on the question of overhead charges that Mr. Allen is at fault; for though he makes reference to the question of dispensers' salaries, and shows from his own experience, which is doubtless shared by all pharmacists, that three items per hour is the number of separate prescriptions dispensed by most dispensers within their ordinary daily duties, he has not included the cost of their time in the above example, for it is impossible to suppose that the "Overhead charges"—6d.—includes such an item.

Few pharmacists, if any, will be disposed to disagree with Mr. Allen's statement that, in an eight-hour day, twenty-four prescriptions (or three per hour) represents an average day's work for each dispenser occupied continuously on this work. In point of fact this average is only likely to be maintained in cases where the dispenser is not accessible by the public visiting the pharmacy. In some pharmacies, where dispensing is to a

large extent carried on at a counter, to which the public has ready access, the average number of separate items would fall short of three, and would, in all probability, be about 2.5 per hour, owing to time which would be lost in the necessary exchange of courtesies and in giving advice and assistance to callers in the ordinary way of business. For the purpose, however, of this article it may be agreed that Mr. Allen's average of three prescriptions per hour is approximately correct. The amount now to be ascertained is the charge for such service, and this is easily ascertained by taking the total of the dispenser's salary for the year and dividing it by the number of hours worked. On the basis of, say, a forty-eight-hour week this will be found to work out at from 2s. to 2s. 6d. per hour, according to the salary paid. In the case of a fifty-hour week the average would naturally be slightly less. Many pharmacists, however, give a certain amount of their own time, either in dispensing themselves or in exercising supervision over their assistants, in which case a proportion of the proprietor's time should be added to the cost of dispensing; and this would automatically increase the rate per hour, which, for all practical purposes, may be taken at not less than 2s. 6d., or 10d. per prescription.

Thus, at this point, the actual cost of the prescription given as an example by Mr. Allen is as follows:

| | s. | d. |
|--|----|----|
| Cost of ingredients and container | 0 | 9 |
| Dispenser's salary (three items per hour at 2s. 6d. per hour) | 0 | 10 |
| | 1 | 7 |

But there still remains the very important addition of overhead charges. In this connection it is necessary to ascertain what proportion of such charges is applicable to the dispensing side, as distinct from the remainder of the business; but it must be borne in mind that as dispensing salaries have already been taken into account in arriving at the above prime cost they must not again be included in the overhead charges, and salaries to assistants engaged in other work of the business must also be excluded. As few, if any, pharmacists could possibly keep separate and accurate accounts as between the dispensing and the remainder of the business, the simplest method will be found to be that of apportionment, based either (a) on the ratio which the dispensing sales bear to the total turnover of the business, or (b) on the ascertained proportion of the total of each specific overhead charge which the dispensing department should properly bear. In all probability it will be found impracticable to adopt (a) owing to the fact that the proportion of dispensing sales to the total turnover is not usually in the same ratio as the appropriate dispensing charges bear to the total charges of the business. For instance, it is probably the fact that, in many pharmacies, the ratio of dispensing sales is possibly not more than one-fifth of the total business, whereas the overhead charges applicable to that side may reasonably be as much as 50 per cent. or 60 per cent. of the whole. Broadly speaking, it will most likely be found that, whatever may be the ratio of dispensing sales to the total output, approximately one-half the total overhead charges should be allocated to the dispensing department. Assuming, therefore, that the total business charges (always excluding salaries as before mentioned) amount to, say, 600l., the portion to be allotted to the dispensing department will be found, as a rule, to be not less than 300l. per annum. The total number of prescriptions dispensed in a year should then be ascertained, and when divided into the 300l. the average amount per item is shown. Thus to a pharmacist dispensing, say, 7,000 prescriptions in a year and with overhead charges applicable thereto amounting to 300l., the cost of each prescription would work out at 10½d. The greater the number of items dispensed the less per item would be the cost, provided overhead charges remain more or less constant.

The following example of overhead charges (exclusive of dispensing and other "retail" salaries) may be regarded as applicable to a pharmacist in, say, the suburbs

of London, whose total business turnover is approximately from 2,000*l.* to 3,000*l.* per annum :

| | £ |
|--------------------------------|-----|
| Rent | 100 |
| Rates, etc. | 50 |
| Insurances | 20 |
| Clerical salaries | 130 |
| Wages (non-productive) | 70 |
| Carriage and cartage | 20 |
| Light, gas, and water | 50 |
| Packages, packing, etc. | 20 |
| Postages, telegrams, telephone | 15 |
| Printing and stationery | 25 |
| Repairs and renewals | 40 |
| Depreciation | 30 |
| Petty expenses | 10 |
| Bad debts | 10 |
| | 590 |

Proportion chargeable to dispensing department, say 50 per cent. = 295*l.*, say 300*l.*

It is now seen that the net cost of the mixture, which Mr. Allen endeavoured to show amounted to 1*s.* 2½*d.*, is actually double that amount, namely, 2*s.* 5*d.*, thus :

| | s. | d. |
|---|----|----|
| Cost of ingredients and container | 0 | 9 |
| Dispenser's salary (three items per hour at 2 <i>s.</i> 6 <i>d.</i> per hour) | 0 | 10 |
| Overhead charges, say | 0 | 10 |
| | 2 | 5 |

It will be observed, however, that no specific charge has been made for interest on capital, an item often overlooked in ascertaining overhead charges. No business can be carried on without an appreciable outlay of capital; and, in a business such as is indicated above, the total amount of locked-up capital represented by stocks, containers, fixtures, fittings, etc., would probably amount to, say, 600*l.*, of which at least half (300*l.*) would be appropriate to the dispensing portion of the business. On this sum, interest at 6 per cent. per annum would represent an additional charge of 18*l.* a year, equal to ½*d.* per prescription, assuming a total of not less than 7,000 items were dispensed annually; and it should certainly be taken into account by pharmacists when arriving at their overhead charges.

Finally, there remains to be added to the 2*s.* 5*d.* already arrived at a reasonable profit on the transaction. In this connection it would seem advisable for all pharmacists to take a brief survey of their position at the present time, and to try to mark, learn, and inwardly digest the results of that portion of their business for which they have been specially trained. Up to the present, the practice of most pharmacists has been, first, to ascertain the net cost of the ingredients and container, and then to add, say, 100 per cent. (sometimes more, frequently less) in the fond hope and expectation that the resulting price would be sufficient to pay all possible charges and yield them a profit. Having analysed these charges, and, it is hoped, apportioned them on an equitable and, as far as possible, accurate basis, a profit of 33½ per cent. on the actual cost (equal to 25 per cent. on the selling price) of the prescription may be regarded as a fair one to make. Some variation in the ratio of profit might reasonably be made according to the nature of the prescription dispensed, but the average ratio should not be less (it might well be more) than the above.

The selling price of the mixture is now arrived at, as follows :

| | s. | d. |
|-----------------------------------|----|----|
| Cost of ingredients and container | 0 | 9 |
| Dispenser's salary | 0 | 10 |
| Overhead charges | 0 | 10 |
| | 2 | 5 |
| Add profit of 33½ per cent. | 0 | 10 |
| | 3 | 3 |

For which, under the old haphazard system of pricing, a charge of 1*s.* 6*d.* to 2*s.* 6*d.* would often be made.

Such profit as is added might not unreasonably be regarded as the wages of capital and administration, and

in this respect it is contended that the pharmacist, as the brain-worker, is too often satisfied with a very inadequate payment for the highly-specialised and responsible work he is called upon to undertake in the dispensing side of his business. He has no fixed hours, and may be (and frequently is) called upon in the middle of the night to dispense an urgent prescription, on which possibly the life of a patient depends, and he has to rely for an income solely on such profits as he can make in face of competition which is growing more and more acute. Will anyone grudge him a reasonable return, not only for the actual work he performs, but for the anxiety and responsibility to which he is subjected year in and year out?

To summarise the above remarks, the main points to be considered in arriving at the cost of dispensing medicines are :

- (1) Cost of ingredients and containers.
- (2) Cost of dispensers' time (including a portion of proprietor's own time).
- (3) A portion—say, one-half—of the total business charges (excluding dispensers' salaries, which are included in (2), and other retail salaries), and interest on capital.
- (4) A profit of 33½ per cent. on total cost, which is equal to 25 per cent. on selling price.

As has already been pointed out, in actual practice some slight variations must necessarily be made in connection with (2), (3), and (4); but if pharmacists generally would apply some such system as is here suggested for arriving at dispensing costs, many of the existing anomalies and wide variations in prices which at present occur would be a thing of the past, and the practice of pharmacy as applied to dispensing would—as all specialised work should—be conducted on a sound and profitable basis.

Birth.

YOUNG.—At 13 Rowlands Road, Worthing, on December 2, the wife of T. G. Young, chemist and druggist, of a daughter.

Marriages.

HUTCHISON—FINDLAY.—At "Kenmore," Merchiston Park, Edinburgh, on December 3, by the Rev. J. MacPherson Fleck, Andrew Berry Hutchison to Annie Margaret (Madge), eldest daughter of Mr. John Findlay, chemist and druggist, Portobello.

BATTERSBY—PORTER.—At Halsall Church, on November 25, Frank Battersby, chemist and druggist, 112 Shakespeare Street, Southport, to Ellen, eldest daughter of Mr. Porter, Halsall.

JONES—WEST.—At Newton Butler Methodist Church, on December 3, by Captain the Rev. J. Sanderson, C.F., assisted by the Rev. W. M. Wilson, Robert Alexander Jones, Ph.C., eldest son of the late Mr. R. A. Jones, Ph.C., Warrenpoint, to Lily, third daughter of the late Rev. J. West, Newton Butler.

Deaths.

DOIG.—Recently, the wife of Mr. John A. Doig, chemist and druggist, South Gosforth, Newcastle-on-Tyne.

FAWCETT.—At his residence, "Brantwood," Higher Bebington Road, Lower Bebington, on December 7, Mr. John Fawcett, chemist and druggist, aged seventy-eight. Mr. Fawcett had long carried on business at Bromborough, near to which he resided, and was highly esteemed by his fellow-pharmacists in Cheshire. He leaves a widow and a son (Mr. F. D. Fawcett, New Chester Road, New Ferry, Birkenhead). The funeral took place at Bebington Cemetery on December 11.

GILES.—At 22 Wiltic Gardens, Folkestone, on December 6, Mr. John James Giles, J.P., chemist and druggist,

aged seventy-four. Mr. Giles, who passed the Modified examination in 1869, was in business for many years in Guildhall Street, Folkestone. Since his retirement in favour of his son, he had rendered valuable service as a member of the Free Library Committee of the borough.

JONES.—Recently, Dily, elder daughter of Mr. E. D. Jones, chemist and druggist, Llangollen, aged twenty-one.

JONES.—At Carnarvon, on December 7, Mr. Henry Rees Jones, chemist and druggist, aged forty-seven. Mr. Jones was for some years manager to Boots, Ltd., at their Carnarvon branch; latterly he had been with Mr. James Francis, chemist and druggist, Pool Street.

TOONE.—At his residence, "Coniston," Grosvenor Road, Bournemouth, on December 4, after a long illness, Mr. John Alfred Toone, chemist and druggist, aged seventy-one. Mr. Toone was in business in Bournemouth for forty years, during which time he took an active part in the work of the Bournemouth Pharmaceutical Association, and served a term of office as President. He retired from business in 1914. He was also prominent in the public life of the town, and was for several years chairman of the Public Library Committee. The funeral took place at Bournemouth Cemetery on December 8, among those present being Mr. A. H. Toone, chemist and druggist, Exmouth (brother), the Mayor of Bournemouth, members of the Public Library, members of the Argyle Bowling Club, and the following representatives of the Bournemouth Pharmaceutical Association: Mr. D. D. Buchan (President), Mr. F. E. Bilson, Ph.C., Mr. W. E. Curtis, Mr. S. Hardwick, Ph.C., Mr. W. Jones, Ph.C., Mr. H. Spinney, and Mr. A. J. Worth (secretary).

Trade Notes.

MANICURE GOODS.—Beaz (Blackpool), Ltd., Bees Buildings, 36 Buchanan Street, Blackpool, refer to new lines in manicure goods which are suitable for Christmas trade.

CREME RAYMET.—A special offer of perfumed pocket calendars is made by Raymet & Co., Ltd., 507-509 Harrow Road, London, W. 10, in connection with the supply of Creme Raymet.

CROSBY'S COUGH ELIXIR.—Dr. Chas. Rooke, Ltd., Leeds, give in their advertisement a sample of the announcements regarding Crosby's Cough Elixir that are now appearing in the public press.

BRUSHES AS PRESENTS.—Burge, Warren & Ridgley, Ltd., 91/92 Great Saffron Hill, London, E.C. 1, give in their advertisement some special lines in hair, nail, tooth, and shaving brushes. These are suitable for Christmas trade.

LAMPLOUGH'S PYRETIC SALINE.—Henry Lamplough, Ltd., 113 Holborn, London, E.C. 1, announce that the price of Lamplough's Pyretic Saline is now protected under the scheme of the Proprietary Articles Trade Association. The retail prices are 2s 8d. and 4s 10d.

GERAUDEL'S PASTILLES.—The Anglo-French Drug Co., Ltd., 238A Gray's Inn Road, London, W.C. 1, have been appointed sole wholesale agents for Geraudel's Pastilles. The retail price has been protected under the scheme of the Proprietary Articles Trade Association at 2s. per box.

CADBURY'S COCOA AND CHOCOLATE.—We have received samples of the products made by Cadbury Brothers, Ltd., Bournville, Birmingham, with a reminder that these are useful presents at all times of the year. The products referred to are Bournville cocoa, Cadbury's cocoa essence, Cadbury's breakfast chocolate, and several forms of eating chocolate. They are all made at the model village of Bournville.

LIQUEUR ESSENCES.—H. E. Stevenson & Co., wholesale druggists, 122 Great Suffolk Street, London, S.E. 1, devote their advertisement to concentrated essences for liqueurs in which the firm have specialised for some time. The essences are added to the appropriate base, and produce a product similar to the well-known liqueurs which are now at such high prices. Messrs. Stevenson offer to send prices and particulars to those interested.

A COMPLETE PILL LIST.—The British Drug Houses, Ltd., 22-30 Graham Street, City Road, London, N. 1, have just

issued a complete pill list revised to October 1919. It is a cleverly edited codification of the lists previously issued by the constituent houses and a complete guide to the various formulas for pills in general use in the British Empire. The name and synonym index of pills is the best that has been published.

PEARS' ANNUAL.—A. & F. Pears, Ltd., 71-75 New Oxford Street, London, W.C. 1, have sent us a copy of the 29th issue of Pears' Annual. It is beautifully produced, with illustrations in colour. The three presentation plates are charming colour reproductions of a drawing by Ryland, a picture by Gainsborough, and one by C. Reade. The *motif* of the literary matter is a forecast of what Christmas will be like in fifty years' time. The Annual is priced at 2s.

AMAMI SHAMPOO.—Prichard & Constance (Wholesale), Ltd., 469 Holloway Road, London, N. 7, give in their advertisement a specimen of the announcements they are issuing in the lay Press. The special line that is being pushed now as suitable for Christmas gifts is Amami shampoos. The company also inform us that they have just received a small quantity of aluminium nail-stone containers—the second delivery since the Armistice. These have been distributed to the wholesale trade, and chemists are invited to apply for small quantities.

ZEPTO ADVERTISING.—Thomas Christy & Co., 4, 10, and 12 Old Swan Lane, Upper Thames Street, London, E.C. 4, have sent for our inspection the large tryptich show-cards which they have had printed to advertise Zepto and Zepto tooth-paste and tooth-powder. The cards are about 2 ft. 6 in. high, and are excellent specimens of colour-printing. The card which advertises Zepto is mainly blue in colour, and shows an imp using a Zepto pencil to polish the teeth of the world. The second card, known as the chocolate-box card, with darker tones predominating, is equally well got up, and is worded in an attractive manner. It will be remembered that an offer was made some time ago to supply chemists with the "Mons Man" and "Purity Pansy" cards, but as delivery cannot yet be promised owing to difficulties in lithographing such fine work, Messrs. Christy ask us to state that any chemist who was promised the "Mons Man" and "Purity Pansy" cards should write for the new cards, which can be sent at once. The cards are certainly attractive, and should prove "sale-inducing." A smaller showcard (12 by 6) has been issued to advertise Quin-Quenna. It is sent out with bonus orders (6 doz.) of Quin-Quenna.

Information Department.

INFORMATION WANTED.

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

| | |
|--|--|
| 113/65. "Hermes" brand sacharin. | 120/66. "Chloro-Pepsin." |
| 117/47. "Morniline." | 119/54. "Nadco" dyes (North American Dye Corporation, U.S.A.); British agents. |
| 116/66. "Brunoli" or "Brunili" oil of millefeur. | |
| 104/31. Dichlorhydrin; supplies. | 119/55. Richard's tincture for the hair |
| 119/31. Lippencott's electrified ozone. | 119/55. Kelpion ointment. |
| 115/51. Mercurochrome. | 119/55. Knight's eye ointment. |

INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send a stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4:

| | |
|---|----------------------------------|
| Acid sodium phosphates, 113/56 | Edwards' dental materials, 94/48 |
| Acriflavine, 116/16 and 116/20 | Egg yolk, dried, 108/43 |
| American turpentine, 116/24 | Keene's corn cure, 93/41 |
| Buck's diabetic whiskey, 114/4 | "Kotalko" for the hair, 116/20 |
| "Baume du Commandeur," 99/19 and 119/55 | "Kraska" nail-polish, 94/43 |
| Diabetol, 103/63 | "Laetogol," 103/36 |
| "Diacure," 111/21 | Le Grand's oriza oil, 106/71 |
| Dimethylglyoxime, 92/39 | "Leniva," 115/50 |
| Disintegrators (Indian inquiry), 100/26 | Leg ambients, 97/25 |
| "Duroleum," 118/42 | Linseed oil, 95/69 and 116/24. |
| Dutch drops, 112/70 | "Liquozone," 112/70 |
| Duval's carbolic tooth-powder, 95/70 | Luminous paint, 119/52 |
| | Lovett's pills, 101/69 |

Observations and Reflections.

By Xrayser II.

The Profiteering Act

has forced me into what some of my readers may consider the anomalous position (for me) of a defender of our professional status. I still dislike as much as ever the spirit that vaunts itself upon its dignity, and in season and out of season pushes its claim to social distinction; but there is a proper *esprit de corps* which we ought to maintain, especially when our place in the medical service of the country may depend upon its maintenance. It is on this ground that I stand, and Mr. Tims's "protest" does not move me to yield an inch of it. I have admitted that for a mere legal defence his may be the right tactics, but personally I choose rather to lose a case than defend it on his terms, and I am convinced that ultimately mine would prove the better policy—to say nothing of principle. It is not our pocket, but our position, that is in danger. Most of us could afford to lose the little direct profit we get from dispensing, but we cannot afford to lose the place we occupy in the eye of the public as an honourable part of the medical service of the country. "Who steals my purse"—the quotation may be stale, but it is pertinent. (May I, by the way, correct your version of the Horatian verse I borrowed last week? The scansion requires what the poet wrote: *nascetur, not nascitur*.) If, in answer to an accusation of profiteering, we persistently refused to plead the cost of ingredients as the determining factor in our charges for prescriptions, we should be much likelier to bring about an amendment of the Profiteering Act than by following our present course. Suppose we declined to dispense at all on these terms—what would follow? Would the doctors accept them? Of course they would not, and the public knows very well that to transfer the service to them would be to leap out of the frying-pan into the fire.

Mr. Tims Argues his Case

with reference only to profiteering complaints, but even so he does not argue it quite fairly. Nobody would say baldly, "This is a 6-oz. mixture; 1s. 9d.," and leave it there; it would be pointed out that the custom of chemists is, and always has been, to charge by size and dose, on the assumption of an average cost—in the case of a 6-oz. mixture—of about a shilling, with a dispensing-fee of (say) ninepence added. Tribunals have admitted the principle of charging with reference to average profit where miscellaneous goods are concerned, and it is at least equally valid here. I don't say it would always be admitted, and, frankly, I don't care. I would stand or fall on the ground of the practitioner who includes medicine with the attendance for which he charges. Apart from all considerations of these proceedings, my principle, modified as indicated in my last reply to Mr. Allen, holds good. Have we got rid of the nuisance of pricing every ingredient in a panel prescription only to introduce it in our general dispensing?

The Silence

of the Local Associations Executive with regard to the new Insurance dispensing terms, on which you commented last week, is well matched by the silence of the Council on the profiteering question. It was apparently never mentioned at either of the meetings reported last week, nor has the official organ of the Society given us any real guidance or framed any general policy with regard to it. There can be no doubt that it is becoming one of the most serious menaces that has ever confronted us, and the Society whose ostensible function it is to watch over our interests ought to be prepared to deal with it. But perhaps this is one of those interests which the Society hesitates to include within its province? We are certainly in this matter as sheep without a shepherd: whether the Society is impotent or merely indifferent matters little if it does not act. I am not forgetting what the L.A.E. may have done in individual cases.

The Pharmaceutical Council

is still lost in the fog, and vainly asking to be shown the way out of it. At last it has gone to the length of authorising its solicitors to seek the help of counsel if they are themselves at a loss for the required direction. Suppose counsel should prove equally at a loss, or the opinion given be challenged? We have no guarantee that it would hold good in law, and the Council deprecates the idea of going to the Courts for a decision, the only place from which a final decision can be obtained. No wonder the Scottish Federation has lost patience and withdrawn from its agreement. Nor is it perhaps more wonderful that the Council, which can only bleat for a direction, is querulous in complaint of the Federation's withdrawal.

How does Mr. Wolff

arrive at his estimate that our average pay for Insurance dispensing service is 3s. 9d. per hour? In the article in which you quote this, Scotland is said to be standing out for 3s. per hour, and to have refused an offer of an average 4d. per prescription, or 2s. per hour. According to this reckoning 3s. 9d. per hour equals 7½d. per prescription. Does Mr. Wolff mean that we are actually getting this? If so, this service already contrasts very favourably with the terms Messrs. Allen & Hanburys seem willing to accept in their ordinary dispensing.

The Folly

of the Venereal Disease Act, in so far as it imposes certain restrictions on us as chemists, has never been more forcibly shown than by Mr. Hugh Wansey Bayly, M.C., in his book, "Venereal Disease: Its Prevention, Symptoms, and Treatment." The appalling menace of these diseases to our national health is admitted by everybody; the efficacy of chemical disinfection is also admitted by the most eminent medical authorities; even Colonel Harrison has changed his mind, and now says that the danger of infection may thus be reduced to "an infinitesimal amount," an opinion endorsed by the National Council for Combating Venereal Diseases, of whose executive committee Colonel Harrison is a member (see its memorandum of November 10). Yet, says Mr. Bayly, "if a person has exposed himself to risk, and asks a chemist for an antiseptic application to prevent venereal infection, the chemist is forbidden, under heavy penalties, to sell the person such simple, well-tried, harmless, efficient, and inexpensive medicaments as calomel ointment or potassium permanganate solution!" And this we owe to the N.C.C.V.D. There is here, of course, no moral consideration involved; whether potassium permanganate is immoral or not, its use is recommended, but it must only be used when prescribed by a doctor, whose morals, we must presume, are a matter of indifference, for it is evidently on moral grounds that the N.C.C.V.D., in the memorandum referred to, discourages the arming of oneself beforehand with a prophylactic packet. Whatever moral grounds there may be for this attitude, the folly of cutting off the most available source of preventive medicaments when the danger of infection has actually been incurred remains, and since immediate application is a necessary condition of success, the idea of an infected person scouring a township to find a doctor at home reduces the whole thing to a farce.

HALIFAX Chamber of Trade has written to the Halifax Town Council asking that steps should be taken to abolish the Sunday delivery of letters.

AIR FLIGHT TO AUSTRALIA.—The Vickers-Vimy aeroplane, which has carried out a successful flight from England to Australia, was supplied with a "Tabloid" first-aid outfit. Captain Ross Smith reported: "It is a complete medical outfit for emergencies, but so compact that it takes up no material space on the machine." Every aeroplane, seaplane, and airship which has crossed, or attempted to cross, the Atlantic was equipped with "Tabloid" First-Aid. Sir John Alcock, in his report, states, "They are the only possible medical equipments for airmen."

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Editorial Articles.

Meeting Profiteering Charges.

ALTHOUGH the Government has announced that the Profiteering Act is to be continued beyond the six months to which it was limited by Parliament, there are signs

that the common sense of the public is being aroused by the gross injustice of the Act to tradesmen. The "Daily Telegraph," which has the reputation of being one of the sanest of the great London daily papers, stated recently:

Parliament gave power to any individual to lay complaint. It was in too much of a hurry to consider the case of the defendant. Many traders' most bitter complaints are based upon procedure. It costs nothing to lay a complaint. A case was recently cited where a passer-by looked into a shop-window and saw a cake marked 3s. 6d., which price he considered excessive, and so reported it. The baker was put to the trouble and expense and business delays of defending himself. The big London stores may be used as illustration, for experience with the Act has entirely vindicated them from any accusation of profiteering, case after case having been dismissed. It has happened that twice in the measure of ten days, and within the last fortnight, Messrs. Selfridge—it was their ill-luck—have defended themselves before Profiteering Committees. In one instance a purchaser of brick-red ribbon at 6s. 10d. per yard, at the same time saw like ribbon at 3s. 10d. per yard. This last was old stock and of a less fashionable shade, and she was so informed. In the second case, arising out of the charge for a boy's suit, it was proved that the gross profit was 22½ per cent. Both proceedings were dismissed, but solicitors had to be called in, counsel instructed, and a string of witnesses brought to give evidence of prices, many of them heads of busy departments. Not a penny of the costs incurred is recoverable, and the burden has to be accepted, even where complaints, as sometimes has been the case, are merely frivolous. A big firm cannot allow its reputation to be besmirched. The hardship is greater with the small and poor trader. Sir Henry New, the ex-Mayor of Marylebone, at the hearing of a case in that area, said he was entirely in sympathy with, and often felt very sorry for, defendants. Many frivolous cases came before the Committee, but, he observed, "they had no power to give costs." The proportion of dismissals to convictions is inordinately large, showing that a majority of cases ought never to have been brought. Were the proportion of acquittals in a criminal calendar to be on the same scale something would surely be heard of unnecessary prosecutions.

When one reads of the trivial charges which are made against chemists, wonder is excited that any section of the public should trouble about such small matters. We think that an amendment of the Act might be made in the direction of compelling the complainant to attend and support the charge of profiteering. It might also be enacted that no amount of alleged overcharge under 5s. should be dealt with by the Profiteering Committees. To talk of profiteering—i.e., extortionate charges in pennies and twopences—is an abuse of the term. Two useful articles in this issue deal with costing systems, upon which we invite our subscribers' views. It would be a benefit to the drug-trade if, as a result of the Profiteering Act, some scientific system were evolved as a basis for chemists' charges.

The Progress of Dispensing Negotiations.

THE feature of the week in the matter of the negotiations that are taking place with the Board of Health (Scotland) is the spirited reply which Mr. J. Rutherford Hill as secretary of the Pharmaceutical Standing Committee (Scotland) has made to an ill-advised circular issued by the Government to Insurance Committees in Scotland. The main points are given in another part of this issue. It must be remembered, to account for the unbending attitude of the Board of Health, that this is the same body under another name that was forced by the chemists to eat humble pie in December 1915. All the same, some of the statements made in the circulars to the Insurance Committees and to the Pharmaceutical Standing Committee (Scotland) are so glaringly inaccurate that the latter body had no difficulty in exposing their weakness. It is to be hoped that the Insurance Committees in Scotland and the Scottish public will have full opportunity of considering the chemists' side of the question, and that pressure will be exerted on the Board of Health officials to do the just thing. The Local Associations Executive Committee on behalf of England and Wales is still negotiating in secret, and if we can credit all that we hear, the amount of enthusiasm that is being

displayed on behalf of the chemists is not conspicuous. Some copies have been sent us by subscribers of a form which the Local Associations Executive Committee is sending out asking chemists to furnish the Committee with a return of business expenses showing the percentage increase in 1919 as compared with 1914. The return is to be confined to "overhead and other charges (excepting wages paid for dispensing)." It is rather late in the day to be preparing evidence to prove statements made some months ago, but "better late than never." The panel doctors are meanwhile continuing their agitation for a capitation fee of 13s. 6d. The report of a Conference held on November 27 and 28 is given in the "British Medical Journal" this week. One point that interests us is a protest that the doctors made regarding Regulation 10, which proposes to settle the "rural area" question by giving the insured person the choice of chemist or doctor as dispenser. One doctor at the meeting explained that the Rural Practitioners' Sub-Committee "had made an effort to keep the dispensing to some extent in the hands of rural practitioners, and the only way in which the Government would allow it was by insisting that the insured person should have the right to say that he would have his drugs from the doctor if he chose." It was also stated that one reason for the Regulation was that in an emergency, such as the death of the local chemist, the Insurance Committee could instruct Insurance practitioners to dispense for the persons who had been in the habit of getting their medicines from the chemist. Later on during the Conference several speakers urged that the payment for drugs and appliances supplied by dispensing doctors should be 2s. a head, but even at that figure the meeting wanted expensive preparations omitted from the list of drugs and appliances. The medical men, however, agreed to the clause in the Regulations prohibiting the use of the term "Rep. mist." in prescriptions.

Foreign Trade in November.

BRITISH overseas trade in November shows a further improvement, the exports being more than double those of the corresponding month of last year, and higher than in any previous month of this year, though, of course, it is not easy to determine at what rate surplus production is increasing in this country owing to the absence of totals of quantities to accompany the values. The value of goods shipped from the United Kingdom during the month was 87,110,000l., an increase of 43,891,000l., or more than 100 per cent., while the imports amounted to 143,565,000l., an increase of 26,794,300l. Every scheduled item of exports showed an improvement last month, but the biggest expansion was in the manufactured articles group, which showed an advance of 33,958,200l. Cotton and woollen goods again dominated the position, these groups showing an aggregate advance of over fifteen millions sterling, followed by one of over five millions sterling in iron, steel, and machinery. The activity in the chemical and drug trades continues unabated, and is reflected in an increase of 849,000l., the shipments totalling 2,865,800l. for the month. It is also satisfactory to note that, with few exceptions, there has been a decided improvement in the quantities exported, and we select a few of the outstanding items:

| | | 1917 | 1918 | 1919 |
|---------------------------------|----------|--------|--------|---------|
| Bleaching powder ... | ... cwt. | 2,347 | 3,648 | 35,021 |
| Coal tar dyes ... | ... cwt. | 6,810 | 9,618 | 16,973 |
| Glycerin ... | ... cwt. | 7,660 | 3,193 | 6,680 |
| Chemical manures ... | ... tons | 6,362 | 2,867 | 8,375 |
| Painters' colours and materials | | | | |
| British saltpetre ... | ... cwt. | 77,111 | 39,544 | 137,029 |
| Soda caustic .. | ... cwt. | 664 | 1,491 | 11,090 |
| Sulphuric acid ... | ... cwt. | 38,618 | 52,283 | 89,153 |
| Tartaric acid ... | ... cwt. | 334 | 457 | 934 |
| Tartaric acid ... | ... cwt. | 2,023 | 83 | 800 |
| Ammonia muriate .. | ... cwt. | 6,362 | 2,867 | 8,375 |

As a whole, the soda-compounds group shrunk in quantity compared with November last year, shipments amounting to 598,682 cwt., against 661,655 cwt., the chief decline being in soda ash (alkali). The revival in bleaching powder is noteworthy, and the release of larger

quantities of ammonium sulphate shows that the home position is not so acute; copper sulphate, however, declined from 2,792 cwt. to 1,340 cwt., and continues a disappointing market. The marked revival in painters' colours and materials continues, as renovation is required everywhere. The expansion in exports of drugs and medicinal preparations was the largest experienced during the year, the figures being as follows:

| | 1917 | 1918 | 1919 |
|------------------|-----------|-----------|-----------|
| | £ | £ | £ |
| November | 249,139 | £87,038 | 407,722 |
| Jan.-Nov. | 2,998,116 | 2,878,388 | 3,971,843 |

We anticipate that the December figures will show equally good results, as there are large arrears of work to be overtaken. The oilseed, oils, fats, and gums section was exceedingly brisk, exports attaining 1,608,460l., against 67,815 cwt. last year. Belgium and the Netherlands were the largest buyers of oil-seeds, and there was a remarkable demand for pure linseed oil, 8,150 tons, valued at 782,295l., being despatched, and of castor oil 456 tons, valued at 47,740l., were exported. With regard to the import side of the Returns, the figures are the lowest for any month so far since June. We paid almost eighteen millions more for food, drink, and the like, this being due to much larger purchases of sugar, dried fruits, wines, spirits, tobacco, etc. Of raw materials we imported 60½ millions, or 11¼ millions more; but oil-seeds and kindred products declined in value by 780,000l. to 12,287,000l. compared with November last year, the greater part of this being due to petroleum alone. Purchases of manufactured goods declined by 1,781,000l. to 21,848,000l., compared with last year, but taking the comparison back to 1917 the decline is 10½ millions. Import restrictions on embargoed chemicals and the adverse rate of exchange are partly responsible for the continued decline in imports of chemicals and allied products, the figures for November and for the eleven months of the past three years being as follows:

| | 1917 | 1918 | 1919 |
|------------------|------------|------------|------------|
| | £ | £ | £ |
| November | 2,806,139 | 3,394,144 | 1,922,471 |
| Jan.-Nov. | 24,845,081 | 36,101,922 | 20,616,267 |

The November decline amounted to 1,471,700l., and so far this year the decrease is 15,492,000l. Sulphur, salt-petre, calcium carbide, and unenumerated chemicals figure largely in the decline. Transshipment trade continues to improve, the total of 20,667,000l. being the best of the year and comparing with only 2,917,700l. in 1918—an increase of 17½ million pounds, so that the total increase of exports exceeded sixty million pounds. For the eleven months of the year the total imports have reached 1,462,702,770l., an increase of 259,374,982l. while exports amount to 707,515,251l., an increase of 247,324,221l. Sir A. Geddes states that imports and exports are moving satisfactorily in the right direction, and that the excess value of imports over exports during the eleven months ended November 30 was offset to the extent of about three-fourths by the earnings of British shipping, interest on investments abroad, etc.

The Rapid Rise in Quicksilver.

THE general impression that the market in quicksilver has been very bare for some little time is pretty well confirmed by the fact that no imports were recorded in the past month, while the quantities received in the month of October were very moderate. It is, therefore, not surprising that prices lately have again risen vigorously. There has been a constant rise almost every week since about the middle of October. This is indicated by the quotations given below, which cover practically the trend of the market during the last two months and the current month to date.

| 1919 | 1919 |
|----------------------------|---------------------------|
| Sept. 30, 21/ 10s. to 22/. | Nov. 24, 17/ 15s. to 18/. |
| Oct. 3 19/ 10s. to 20/. | " 28, 20/ 9s. to 20/ 10s. |
| " 14, 15/ 10s. to 16/. | Dec. 1, 21/ 10s. |
| " 15 16/ 10s. to 17/. | " 2, 22/ 10s. |
| " 31, 17/ 10s. to 17/ 15s. | " 9, 24/ to 24/ 5s. |

Our imports for eleven months amounted to 34,783 bottles, this comparing with 14,366 bottles and 28,962

bottles respectively for the corresponding period of the two previous years. The returns thus show quite a good increase against last year, but a comparatively large portion thereof was re-exported. The overseas demand appears to be by no means satisfied, hence the strong upward tendency of the market. There is no denying the fact that the position is abnormally tight for the time being at any rate, and prices may easily advance to the highest previous record ever touched—namely, 25l. per bottle. The tightness is doubtless due to the fact that importers and dealers have but very little metal left at their disposal. Business, indeed, has been lately perforce restricted, and home and export buyers are almost entirely dependent on new arrivals, apart from the few small parcels that can be picked up here and there. Imports from Spain are possibly delayed through lack of suitable shipping opportunities, and the arrivals from other countries are slow in coming forward. Prices have moved up steadily, some dealers now calling the market about 24l. 5s. per bottle, and even more. India and Japan are still in the market, and inquiries have been made on American account for early shipment, but no business has transpired in this direction. The fact that there is a dearth of stock in New York owing to limited receipts from the Pacific Coast explains the fact that business in New York is chiefly a matter of negotiation, and consumers there are paying rather fancy prices in the neighbourhood of \$100 per flask. The American production, of course, has fallen seriously, and the need for importing European supplies is obvious.

Personalities.

MR. JACOB HERTZ (Hertz & Co.), 9 Mincing Lane, London, E.C. 3, left Liverpool on December 7 for a business tour to the United States.

MR. H. PEACOCK, chemist and druggist, Stafford, has been elected chairman of the chemists' section of the Stafford Traders' Association.

MR. A. E. RICHMOND, chemist and druggist, St. Peter's Road, Great Yarmouth, has been appointed a governor of Yarmouth Grammar School.

MR. H. W. STILES, chemist and druggist (Stiles & Son, chemists, Doncaster), has been elected a member of the committee of the Doncaster Chamber of Trade.

MR. R. H. PIMM (Pimm, Ltd., Kimberley, South Africa) is now in this country. Letters may be sent to him c/o The African Banking Corporation, Ltd., London.

MR. W. WALSHAM, who till lately was in business as a chemist and druggist at Hanwell, London, W. 7, has gained the medical degrees of L.R.C.P. and M.R.C.S.

W. BRO. J. C. MCCORQUODALE, J.P., chemist and druggist, Immediate Past Master of Lodge Balgonie, No. 764, Markinch, has been elected a member of the Scots Lodge, No. 2319, London.

COUNCILLOR J. V. MAINERIZE, chemist and druggist, Bridlington, has been elected a member of the Bridlington Education Committee and also a member of the Profiteering Committee for the borough.

MR. E. A. BARTON, chemist and druggist, 5 Station Parade, Palmer's Green, London, N. 13, has been appointed secretary of the newly-formed Chamber of Commerce for Southgate and district.

MR. JOHN E. FALKINGHAM, of Percival E. Falkingham, 50 Church Street, New York City, chemical merchants, has arrived in London on a business visit. His temporary address is the Old Colony Club, 50 Pall Mall, S.W. 1.

MR. PERCY J. ASHFIELD, chemist and druggist, Rhyl, sustained one of the leading parts in two recent performances of "The Ironfounder" by the Rhyl Amateur Dramatic Society. Both performances were given under Mr. Ashfield's direction.

MR. W. S. TAVENER, chemist and druggist, Mayor of Guildford, opened on December 6 the first instalment of eighty-three houses built under the Government scheme on a site in a suburb of the town.

Scottish Insurance Dispensing Negotiations.

REFERENCE has been made to the negotiations which are taking place between the Pharmaceutical Standing Committee (Scotland) and the Scottish Board of Health for increased remuneration of chemists for dispensing under the National Insurance Acts.

The Government Case.

The Scottish Board of Health has issued a statement in reply to the chemists' claims, in the course of which it is stated that the claim is for an increase of not less than 50 per cent. on the Scottish Scale put forward, but not granted, in 1913, or a 200 per cent. addition to the rates at present ruling. In other words, the dispensing-fee, which, where applicable in the Tariff, is at present 2*d.*, would, if allowed, be raised in every case to 6*d.*

Apart altogether from the profit on drugs, the Board claims that a fee at this rate would mean a payment for time and skill at an average rate which works out for the time the chemist is employed (on the basis of the chemists' own claim to be able to dispense only six prescriptions per hour, and on a fifty-hours working week) at a sum of 375*l.* per annum. This would be the average annual payment whether the work was that of a qualified or unqualified assistant.

ASSISTANTS' SALARIES.

The Board in this connection asked the deputation which met with them for an indication of the rate at which the cost of professional assistance might reasonably be calculated, but no general guidance as to the rates prevailing in the trade was given, and the individual members present, though asked, did not offer any information as to the rates which were in fact being paid, and on which the claim could be substantiated. The Board believe that the rate is considerably in excess of the actual average remuneration, and that even a fully-qualified assistant is not generally paid at a higher rate than 250*l.* per annum. The Board's offer leaves an ample margin for any reasonable increase in salaries and wages of assistants. In considering the claim for increased remuneration, the difference between the terms on which it is understood chemists in England are prepared to undertake pharmaceutical service there, and the very much enhanced claims made by Scottish pharmacists, requires also to be taken into account. Clearly the Government, by whom practically 50 per cent. of the Drug Fund has to be found, cannot agree to the provision of drugs and appliances in the two countries at, in the case of Scotland, so very substantial a difference in the cost as is implied in the demands of the Scottish chemists.

DISPENSING-FEES.

Further, the claim of the chemist is for a dispensing-fee for each and every service he is called on to perform. While such a service may apply to the compounding of drugs, it may equally relate to the act simply of handing over a stated quantity of the finished article on which already, before it reaches him for distribution, there is included a percentage addition to cover the manufacturer's time and skill, for which the chemist is claiming to be paid. Moreover, under the arrangement he is demanding, he would receive as part of his National Insurance bargain, in addition to the profit on the drugs, a dispensing-fee of 6*d.* in cases where, in the everyday course of his business, he was content to hand over the same article to the general public as an ordinary sales transaction.

On the principle of the Drug Tariff, chemists in Scotland, the Board state, at the present time, in addition to the dispensing-fee, receive in no case less than 33½ per cent. gross profit on each ingredient of a prescription, with a further percentage increase as the quantity supplied diminishes. The Board are inclined to think that chemists generally are really not aware of what the Tariff is actually yielding, and, as they have even perused corre-

spondence between responsible officials of Pharmaceutical Committee and Insurance Committees, in which it is seriously stated that insurance dispensing is being carried on by the chemists at a loss, it appears to them necessary to make some observations.

CHEMISTS' PROFITS.

By an investigation undertaken by the Drug Accounts Committee at the Central Checking Bureau in 1916 at the instance of the Scottish Insurance Commissioners, it was found that the gross rate of profits on drugs, as shown by a scrutiny of upwards of 200,000 forms, was over 50 per cent. Over and above this, the scale of dispensing-fees per fee-bearing prescription showed an average payment of 2.31*d.* While the dispensing-fee has remained the same, the profit per form on drugs alone has steadily risen, and for the first half of 1919 showed an increase over 1913 of nearly 47 per cent. On the past six-and-a-half years' experience for gross profits and dispensing-fees on an average chemists have received not less than 95*l.* for each 100*l.* worth of goods sold. If the 6*d.* were substituted for 2*d.*, as the dispensing-fee in the present Drug Tariff, the latest figures available for the current year show that it would be necessary to appeal to the Treasury for an Exchequer grant. The Board wish to emphasise very strongly the danger of insisting on such a demand, since inevitably any concession outside the present finance would necessarily be accomplished by stringent Treasury requirements.

The chemists, the Board state, have earned a reputation for faithful public service in an important capacity, and they would greatly regret any interruption of the good relations which have existed on the whole between the chemists on the one hand and Insurance Committees and the Central Administration on the other. A general refusal by the chemists in Scotland to contract would necessarily compel the Board to consider an entirely different method of providing for the supply of drugs and medicines, and if such action were forced on the Board it would entail the closing of the panel for a considerable term.

The Chemists' Reply.

The Pharmaceutical Standing Committee (Scotland) has issued a reply that occupies over seven pages of foolscap-size paper, in which the chief points of the Government circular of November 26 are dealt with. After an introduction, the circular has a cross-heading in prominent type, "Unfair to say we are asking 200 per cent. increase," and then the following statements:

It is very important to bear in mind that it was assumed that the dispensing charges in the first Drug Tariff of 1913 would yield chemists professional remuneration for dispensing at the average rate of 2*s.* per hour over and above cost of materials and a trading profit fixed by the Tariff. Scottish chemists protested that it would be found in practice to work out at much less, and that the Scottish National Scale, which was then rejected, would yield approximately the amount that it was mutually agreed would be reasonably moderate and fair. The Commissioners pleaded that there was no actual data to go upon, and the Scottish panel chemists agreed, *under protest*, to give the Scale accepted by English and Welsh chemists a trial, so that actual data might be available on which to make an agreement for 1914. Within the first three months of the actual working of the Drug Tariff it became perfectly apparent that the Scottish panel chemists were entirely justified, and their prognostication was completely verified. A considerable number of panel chemists in different parts of Scotland made careful note of its actual working. These chemists found in actual practice that consecutive prescriptions on the average could only be properly dispensed at the rate of from 5.5 to 7 per hour. This does not take full account of all that may legitimately be included as professional services. It does not include the time occupied in the highly important and responsible duty of receiving the prescription from the insured person or messenger and the handing out of the medicine after it is ready. It does not take account of the considerable time not infrequently required for looking up formulae or for finding medicaments not frequently ordered, or

for testing drugs not frequently in demand to make sure they retain their full potency and that they have not suffered any decomposition, or for procuring drugs either not usually in stock or in a particular method of preparation, or for the not infrequent need for consulting the prescriber on some point of doubt or difficulty or some apparent slip either in a quantity or a dose or a direction, or for properly filing the prescription so as to comply with the requirements of the Pharmacy Acts. Even without taking account of these important details the number actually dispensed per hour by chemists working quite independently was found to be as above stated, and gave a rate of remuneration for professional services averaging from 11d. to 1s. 2d., or at most 1s. 3d., per hour. That is to say, the Tariff in Scotland yielded 100 per cent. less than the Commissioners anticipated, although in England, where the conditions are admittedly very different, it yielded 2s. per hour. On this basis of actual experience Scottish panel chemists, at the end of three months, felt so strongly the inadequacy of the dispensing-fees which are still in operation that they made representations to the Commissioners that they could not carry on. The Commissioners desired more time to make fuller inquiry, but as a practical admission of the soundness of the Scottish panel chemists' contention they agreed to authorise a bonus in any area where the 1s. 6d. was not expended up to the extent of 1s. 5d. They further agreed to allow a break in the agreement at the end of any quarter. This was accepted by panel chemists as perhaps the only possible, though undoubtedly a very rough, unequal, and by no means satisfactory, expedient. It was intended to be merely temporary, and to be got rid of in the shortest possible time. It is mentioned in the circular that 33,000l. in bonuses has been paid to panel chemists in the years 1913 to 1917, but it is not explained how very unequal the distribution has been or how much disappointment and heartburning it has caused in large areas where the demand for service has been greatest and the work heaviest, and where no bonus at all, or very little, has ever been paid. Nor is it explained that in the claim now made this bonus is surrendered as well as the 2d. fee for emulsions. The Commissioners practically agreed to take effectual steps to settle the panel chemists' claims in 1914. An endeavour was made to do so, but chiefly owing to opposition from certain panel doctors it was found impracticable under the regulations to make any change during the currency of the medical contracts for that year. This meant inevitable delay, and the panel chemists, still under protest, carried on in the hope that 1915 would see the matter settled.

Next it is explained how, on patriotic grounds, chemists pledged themselves to carry on during the war. This has meant a very long wait for panel chemists for reasonable consideration of a claim made so long ago as October 1913.

It is really misleading, the circular continues, to say panel chemists are asking 200 per cent. increase on the present fees. Superficially that may seem to be a correct statement of the facts, but it is by no means a fair statement of the case. It was claimed by the Commissioners in 1913, that the present scale of fees would yield remuneration at the rate of 2s. per hour. Therefore they thought they were agreeing to pay 2s. an hour. Scottish panel chemists told them they believed they were wrong, but consented to carry on to see if they could prove by actual experience who was right. It has been proved that the Commissioners were wrong and that the panel chemists were right. This is not in dispute. That is to say, the Commissioners believed they were agreeing to pay panel chemists dispensing-fees, giving an average of 2s. per hour. The real position to-day, therefore, is that Scottish panel chemists are asking 50 per cent. more as dispensing-fees than the Commissioners believed they were agreeing to pay in 1913. In other words, it was agreed by all parties in 1913 that dispensing-fees which worked out on an average of 2s. an hour would be fair. The contention of Scottish panel chemists now, is that if 2s. per hour was considered fair under pre-war conditions

and values, 3s. per hour under present conditions and values is moderate and reasonable. It will surely be admitted that this is a perfectly fair statement of the case, and that to speak of a claim for an increase of 200 per cent. is misleading, especially to persons not intimately acquainted with the facts. It is further apt to be misleading to speak of a 200 per cent. increase as if one were dealing with a large amount which one thinks of in hundreds. When you say we are asking 6d. for a job that we would have asked 4d. for before the war, ordinary people will more easily form a reasonable and fair judgment. That is the real position. Incidentally, we may observe that we cannot understand the statement that the 6d. fee would involve a Treasury grant. At last interview, the figures seemed to indicate a balance of something like 4,000l. on the Drug Fund at the 6d. fee. We have no reliable figures, however, on which to judge.

DISPENSING-FEE ALONE IN DISPUTE.

It is the dispensing-fee *only* that is in question. This needs to be very clearly kept in view. All references to trading profit which relates really to the transaction as a sale, though it includes all implements and other accessories required in dispensing as distinguished from mere selling, are really irrelevant. It may help to a clearer understanding, however, to point out that the implements are not only costly, but fragile, and quickly depreciate through wear and tear. Many of them are delicately graduated glass vessels which have enormously increased in cost, and which are continuously requiring to be renewed. But these costs are provided for out of the trading profit, in regard to which no request for a change is proposed. That, it is agreed, is to remain on the present basis.

After references to the Departmental Committee and the price of rhubarb pills under the Tariff the circular proceeds:

It is to be remembered that the scale of fees is the basis of a contract to perform all the work required by one customer during the year. That makes a flat rate practicable and quite fair. While the case of rhubarb pills is quoted, it must be remembered that such cases are relatively very infrequent. They amount to something like 3 per cent. of the total payments. On the other hand, there are very many cases in which the dispensing-fee for the operation taken by itself is quite inadequate, owing to the time and labour involved. The only really important consideration is what the remuneration over all and based on something like 200,000 examples work out at. At present it yields approximately 1s. per hour, which is surely admittedly far too low. We wanted 2s. an hour in 1913. Can anyone say to ask 3s. an hour in 1920 is asking too much? If the dispensing-fee for medicines not compounded at the time of dispensing is to be reduced, it would inevitably follow that the dispensing-fee for medicines compounded at the time of dispensing would require to be materially increased. There would thus be no saving, and, as already pointed out, the differentiation cannot fairly be carried out. It is also undesirable to attempt to economise by such a process. We know how it has worked and is working in England to the degradation of the practice of medicine and pharmacy, and the prejudice of the insured persons.

The circular states then that the Pharmaceutical Standing Committee deprecates very strongly the gratuitous reference to the Profiteering Act. All our National Health Insurance dispensing work is done at lower rates than are common in private dispensing under open competition. Moreover chemists are fixing a contract price with a favoured customer for a definite period, and no question can arise under the Profiteering Act.

It is to be feared, continues the circular, that many Insurance Committees have been very seriously misled by the statement in the letter of the Board of Health of November 10, that panel chemists are asking a payment of 500l. per annum, and even by the modified statement in the circular of November 26 that they are asking 375l. per annum. That this was distinctly fallacious was pointed out at the last meeting with the Board the moment it was given expression to. One may quite fairly

ask: "Is 375*l.* an excessive sum?" But the real point is that the Board say from advertisements quoted from **THE CHEMIST AND DRUGGIST** of July 1919, it appears that the remuneration offered to assistants at that time is considerably short of this sum, therefore, the Board say it is too high. Incidentally, it may be noted no proof was adduced that anyone had really hired an assistant at the advertised prices. But what is the answer to the statement and wherein does the fallacy lie? The remuneration of an assistant, either in July or at any other time, has really nothing to do with the matter. The contract is between the Insurance Committee and the panel chemist, who may or may not employ any assistant at all. Assuming that 375*l.* per annum, calculated in this purely theoretical manner, is the right sum, is it too high?

Then follow ingenious examples to show the fallacy of the Board's method of reckoning remuneration, and it is added that the real fallacy lies in the fact that the pharmacist has to be on duty all the time his pharmacy is open and that on seven days a week. He is also on call practically at all hours, night and day, Sunday and Saturday, even when his pharmacy is not open, to give service in urgent cases. The law imperatively demands that a qualified pharmacist must always be in charge of every open pharmacy, and the Insurance Committee's agreement requires him to be always ready to supply medicines with reasonable promptness. But while he is thus required to be on duty there may be long periods daily when he has nothing to do. Nevertheless he must stand and wait and all the time his working expenses are running and remuneration for his time of waiting must be considered. Though he must thus constantly be ready to serve, he is paid only when a prescription comes in to be dispensed. He is worse off than the panel doctor in that respect, for the latter gets his capitation fee whether the insured person requires treatment or not. The fallacy in the statement is that it assumes a steady flow of work and an ideal condition of things which does not exist and is never likely to exist.

OTHER FALLACIES.

The statement that "Chemists have received not less than 95*l.* for each 100*l.* worth of goods sold" is liable to mislead ordinary lay persons. It overlooks the important fact that a dispensing-chemist is both a commercial man and a professional man. The whole difficulty in the present situation relates to the latter aspect of his calling in regard to which the value of the goods supplied is merely an incidental concomitant.

A further misleading statement made by the Board is: "To sum up the position, the chemist has received in the past an increasing rate of profit with the increasing prices of drugs in the Tariff, which has acted as a sliding scale." The reply being that the figures on which this absolute misstatement is based are that in 1913 for drugs costing 4.485*d.*, the gross profit on cost is 2.274*d.* It is easy to calculate that this gives a rate of profit of 49.3 per cent. gross profit on cost. The same drugs in 1919 cost 6.582*d.*, on which the gross profit on cost is 3.337*d.* By a similar easy calculation this gives a rate of profit of 49.3 per cent. It is, therefore, proved that the "rate of profit" in 1919 is absolutely the same as the "rate of profit" in 1913, and that the alleged "increasing rate of profit" has no foundation in fact. When a deliberate statement of this kind is issued with the authority of the Scottish Board of Health it naturally secures acceptance, and it is greatly to be regretted that a wrong impression so prejudicial to the case presented by panel chemists should thus have been so widely circulated.

The attempted comparison with England is also wholly misleading. In Scotland, by the admission of all parties, a higher standard of prescribing and dispensing prevails, and this is all to the advantage of sick insured persons. This high standard has been maintained with an economy in administration and an efficiency which is in striking contrast to the history of National Health Insurance Medical Benefit in England and Wales. But the Tariff imposed on England and Wales proved so unsatisfactory that a retrospective increase of 38 per cent. on the rate of establishment charge had to be conceded in the first

year, 1916, and an additional rate on that for 1917 of 36 per cent., and a still further additional rate on that for 1918 of 33 per cent. English panel chemists are even now so dissatisfied, that for 1920 they are demanding terms which, under the different conditions in England, will give them a remuneration more than 22 per cent. higher than is now being claimed by Scottish panel chemists.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

London.—A meeting of the Pharmaceutical Committee was held on December 9, Mr. A. J. Wing (Chairman) in the chair. The report of the Central Checking Bureau for September showed a margin of error of 0.11 per cent. A letter was received from the Pharmaceutical Society intimating that negotiations with the Ministry of Health regarding the terms for 1920 are still proceeding, consequently service should not yet be discontinued. A report of the conference held between representatives of the Pharmaceutical Committee and the Insurance Committee on the proposed conditions of service for 1920 was submitted, and a considerable discussion took place on the Regulations, several alterations being agreed upon. The Secretary reported, *inter alia*, that inquiries had been made into a chemist's account for August, which showed a lower average cost per script than the average for the county. It was found to be due to the smaller quantities and the lower cost of drugs ordered. Four chemists had resigned from the panel on December 1, and a few other provisional resignations had been sent in. A rota had been agreed upon by twelve chemists in the South-Eastern area, and would come into operation on January 1, for a trial period of three months. Arrangements are in progress for the consideration of a rota in Southwark.

Liverpool.—The Insurance Committee was informed, on December 5, that the Ministry of Health had adopted most of the Medical Benefit Sub-Committee's recommendations on the Draft Medical Benefit Regulations, 1920. Among these were included the following:

Bandages: Position with regard to suspensory bandages to be defined. **Cotton Wool:** That the Schedule be amended so as to provide for medicated and unmedicated wools being supplied. **Tissue:** That gamgee tissue and gauze tissue be included. **Protectives:** That there should be included with oiled silk, paper, cambric and gutta-percha tissue-jaconette. **Tow:** That carbonised tow be included. **Adhesive Plasters:** That plasters on spools, say $\frac{1}{2}$ in., 1 in., be permitted. That the following additions should also be made: Syringes, eye-shades, eye-droppers, finger stalls, throat brushes, camel-hair brushes, and trusses. **Splints:** That provision for loaning appliances of an expensive character, such as Thomas's Hip Splints, etc., be made in the present Regulations. **Analysis of Drugs:** That Insurance Committees should be empowered to take samples of drugs and medicines for the purpose of analysis, and that Insurance Committees should be empowered to undertake tests of drugs dispensed for insured persons.

Worcester.—Halesowen Trades Council has decided to complain to the Worcestershire Insurance Committee, alleging serious delay in the compounding of prescriptions by chemists. A member remarked that he had known patients who had to wait for two and a-half hours in a chemist's shop while a prescription was made up, and it was a common thing for people to be told to go to the shop an hour after they had taken in the doctor's note. It was also decided to urge the County Insurance Committee to establish a central depôt in the town for this purpose.

ANTHRAX IN BRUSHES.—Cases have lately been reported (from Norfolk, Woolwich, and Hammersmith) of anthrax associated with the use of shaving-brushes. Professor Andrewes, of St. Bartholomew's Hospital, is said to have found a consignment of brushes, from Japan, infected with anthrax.

Festivities.

Eastbourne Whist-drive.

The Eastbourne Pharmacists' Association held their first whist-drive on December 3 at the Oak Tea Lounge. Chemists and their friends to the number of fifty assembled, and a most enjoyable evening was spent. The prizes were presented by Mrs. H. C. Browne.

Bath Assistants' "Smoker."

THE Bath branch of the National Association of Chemists' Assistants held what was described as a "Pill Punchers' Smoker" recently at the Porter Butt Annexe, Walcot. Mr. G. W. Worrell (painter and decorator) occupied the chair. After a capital programme of music "Success to the Association" was heartily drunk on the proposition of Mr. Hill (ex-Captain of the Guards), who said the success of the Bath branch seemed to be assured. They had heard a great deal about the apathy of the chemists' assistants; the remedy was not to write to the trade journal, but to buckle to, and unite. The smoking-concert will help on the funds of the Association.

Bournemouth Pharmacists' Supper.

The Bournemouth Pharmaceutical Association held a supper on December 3 at the Masonic Hall, Boscombe. The President (Mr. D. D. Buchan) presided, and after the loyal toast Dr. H. Davis Coles proposed the health of the President and Association, remarking on the co-operation in Bournemouth between the doctors and chemists. The President replied. "The Visitors" toast was given by Mr. F. Rose, and replied to by Mr. C. W. Followes, secretary to the Bournemouth Insurance Committee. Messrs. Osmund Law and Patrick contributed to a capital musical programme.

Bradford Pharmacists' Whist-drive.

UNDER the auspices of the Bradford Pharmacists' Association a happy party of more than fifty members and friends gathered, on December 3, at Bonnet's Café, for progressive whist and music. The prize-winners at whist were Mrs. A. C. Pycroft, Mrs. J. W. Thorpe, Mr. O. Hobson, and Mr. F. E. H. Soar. After supper an enjoyable musical programme was contributed by Messrs. J. H. Batley, L. D. Hawson, F. W. Appleyard, G. Hayes, Shearman, and Soar. The prizes were generously given by Mr. Jones (Ayrton, Saunders & Co., Ltd.), Mr. Soar (Erasmic Co., Ltd.), Mr. Worthy (A. De St. Dalmas & Co., Ltd.), and Mr. F. Naylor (Maw, Son & Sons, Ltd.).

Woolley's Annual Reunion.

THE annual reunion of the staff of James Woolley, Sons & Co., Ltd., Manchester, was resumed at the Midland

Hotel on December 5. Mr. Hermann Woolley presided, and a representative company of nearly 100 attended. The occasion was made the opportunity for presenting a silver rose bowl and an illuminated album containing the subscribers' signatures, to Mr. Joseph Clegg, the senior traveller, on his retirement after fifty years' service with the company. Mr. Hermann Woolley, in making the presentation on behalf of the directors and staff, congratulated Mr. Clegg on being the first to



MR. JOSEPH CLEGG.

complete an unbroken record of fifty years' service with the company to his credit. He joined the staff in 1869, and from that time onwards Mr. Clegg had assisted in no small degree in the extension of the business. He had been a loyal, painstaking, and thoroughly efficient representative; he (Mr. Woolley) wished him continued health in his retirement. An enjoyable musical programme was provided, the success of which was due to Messrs. A. C. Vallance, George Humphreys, Granville Shaw, G. Smith, Edgar Chapman, and E. H. Chapman.

Leeds Assistants' Social Evening.

THE Leeds Chemists' Assistants' Association held its first social function in the form of a whist-drive and musical evening at Wray's Café, Vicar Lane, Leeds, on December 3. The attendance of members and friends was highly satisfactory. Mrs. Pendlebury, wife of the President, presented the prizes to the following winners: *Ladies*—1st, Miss Marsh; 2nd, Mrs. Roberts; sealed, Miss Tucker; and Novelty prize (for lady sitting most times at one table), Miss Webster. *Gentlemen*—1st, Mr. Ashton; 2nd, Messrs. J. Pendlebury and Simon equal (the latter winning on the "cut"); and sealed prize, Mr. J. Hird. A short address by Mr. Pendlebury was followed by the musical part of the programme, which was much appreciated. Mr. F. W. Hollingworth, Ph.C., acted as M.C.

Chester Pharmacists' Dinner.

The Chester Pharmacists' Association held a "Peace Dinner" at the Masonic Hall, Queen Street, on December 4. Mr. David Dickinson (President) in the chair. The attendance was excellent, and the Sub-committee (Messrs. Dickinson, T. Carter, and J. H. Hopley) are to be congratulated on what proved a most successful function. Among those present were Dr. J. J. Blagden (President of the Chester Medical Society), Mr. G. Brinson (Evans Sons Lescher & Webb, Ltd.), Mr. Black and Mr. Huxtable (Ayrton Saunders & Co., Ltd.). After the royal toast, the President proposed the toast of the "Pharmaceutical Society," and mentioned that 90 per cent. of the Chester Pharmacists are members. Mr. W. F. J. Shephard, F.C.S. (one of the Society's Examiners) responded. The toast "The Chester Medical Society" was proposed by Mr. R. Randall Roberts. Dr. J. J. Blagden replied, and spoke of the cordial relations existing between the two professions in the city. Mr. T. Carter, Ph.C., proposed the toast of "The Ladies," Mrs. David Dickinson replying. The toast "The Chester Pharmacists' Association" was proposed by Mr. G. Brinson, and replied to by the President. Mr. R. Cecil Owen, B.Sc., proposed the toast of "The Visitors," Mr. Huxtable responding. The toast "The Committee of the National Health Insurance" was proposed by Mr. Edmund Owen and responded to by Mr. David Hughes (solicitor and clerk to N.I.C.), and Mr. J. H. Hopley. Messrs. R. Butterworth, Varley, Pritchard, and Llew Parry were responsible for the musical programme.

Bankruptcy Report.

Re Perry Mills & Co. (Joseph A. H. Duke and Henry Slater, trading as), merchants and agents, 29 Gracechurch Street, E.C.—At a sitting of the London Bankruptcy Court held on December 9, before Mr. Registrar Mellor, these debtors again attended in relation to their public examination. The business, which was started in 1912, chiefly consisted of the export of chemicals to the Continent, and the debtor Duke had previously been concerned in the flotation of a margarine company and had also acted as a director of Oil Refiners, Ltd. The firm failed last August, and amended accounts have now been lodged showing total liabilities of 37,783*l.* 11*s.* 4*d.*, of which 14,911*l.* 15*s.* 7*d.* is expected to rank against net assets valued at 2,492*l.* 12*s.* 6*d.* (C. & D., November 15, p. 68). Mr. Walter Boyle, Official Receiver, reported that the directors had amended the statement of affairs by entering certain liabilities and items that had been omitted. The accounts now appeared to be satisfactory, and he had no further questions to ask. The examination of both debtors was concluded.

"FIXED" PRICES.—"While I was at the St. Pancras Police Court the other day," writes a correspondent, "a man who was summoned under the Profiteering Act was asked, 'How do you fix the price of the packet?' He replied, 'I stuck it on.' Another defendant under this Act said: 'I charge what I like because I am no scholar.'"

Westminster Wisdom.

By the "C. & D." Parliamentary Representative.

PROFITEERING ACT.

The President of the Board of Trade informed the House of Commons, on December 4, that it is proposed to continue the Profiteering Act when the six months expires for which it is in force.

THE MINERAL-WATER INDUSTRY.

The Minister of Labour announced on December 11 that the first meeting of the Trade Board for the mineral-water and bottling industry for England and Wales will take place on January 7, the Board for Scotland in the following week, and that for Ireland soon afterwards.

IMPORTS AND EXPORTS REGULATION BILL.

The Prime Minister, on December 4, announced that it is proposed to prorogue Parliament on December 23, and that a Bill would be introduced enabling certain measures to be carried over till next session. Among the Bills referred to is the Imports and Exports Regulation Bill, which will therefore be postponed until February.

VENEREAL PROPHYLAXIS.

A discussion, initiated by Lord Willoughby de Broke, on the prevention of venereal diseases took place in the House of Lords on December 11. His Lordship wished the Government to take a more active part in disseminating the knowledge of immediate disinfection as a preventive of venereal disease. After hearing the views of the Archbishop of Canterbury and the Lord Chamberlain, Lord Willoughby de Broke withdrew his motion.

TRADE MARKS BILL.

The Committee stage of the Trade Marks Bill was taken in the House of Lords on December 8. The date when the Bill is to come into operation was altered to April 1 (it was January 1 when it left the Commons). An amendment in Clause 2 was carried to make it clear that the Registrar is not compelled to make a search before accepting any mark for registration in Register B. In regard to Clause 6, which provides for the removal from the register of trade-marks used as names of articles, the following words were inserted: "No word which is the only practicable name or description of any single chemical element or single chemical compound, as distinguished from a mixture, shall be registered as a trade-mark."

LOCAL PROHIBITION BILL.

A private member's Bill to enable the Parliamentary electors in prescribed areas by a direct vote to prohibit the issue within such areas of licences for the sale of intoxicating liquors and also the common sale or supply of such liquors in licensed premises, clubs, or elsewhere within such areas has been published this week. The Bill does not prohibit the sale of methylated or other spirits for use in the arts or manufactures under any enactment permitting such sale, or the sale of intoxicating liquor solely for medicinal purposes by a chemist or druggist within the meaning of the Pharmacy Act, 1868, provided that such sale shall be for consumption off the premises, and in pursuance of a medical prescription, or the sale by a chemist or druggist of wine exclusively for sacramental purposes to a clergyman or minister on his certificate affirming that the wine is required for sacramental purposes.

PATENTS AND DESIGNS BILL.

The Committee stage of the Patents and Designs Bill took place in the House of Lords on December 4. Several amendments were moved by Lord Parmoor, but withdrawn or negatived. Lord Moulton took a leading part in the discussion, and contended that Clause 1 of the Bill affords protection to the English traders whose trade had been hampered in the past by German monopolists. Lord Parmoor tried to get a new clause inserted to extend the duration of a patent in those cases where the owner had been unable to work the patent owing to his war service. This clause was, however, rejected. In the case of Clause 11, Sub-Clause (1), which deals with patents

for chemical products and substances intended for food and medicine, and which gives the Comptroller power to fix the price of these articles, Lord Moulton was instrumental in obtaining the insertion of the words, "consistent with giving the inventor due reward for the research leading up to the invention."

THE OPIUM CONVENTION.

Sir J. Agg-Gardiner, on December 5, asked the Under-Secretary of State for Foreign Affairs whether, having regard to the terms of Article 295 of the Treaty of Peace, those Powers which have already ratified the International Opium Convention of 1912 and are parties to the Peace of Versailles will be held to have signed the special protocol which was opened at The Hague in accordance with the resolutions adopted by the third Opium Conference, in 1914, for bringing the Opium Convention into force.

Mr. C. Harmsworth replied: Paragraph 3 of Article 295 of the Peace Treaty implies clearly that ratification of the Peace Treaty is to be interpreted as covering both ratification of the Opium Convention and signature of the special protocol which was opened at The Hague in accordance with the resolution adopted by the Third Opium Conference in 1914 for bringing the said Convention into force; all the more, then, must it be held to cover signature of the special protocol in the case of those Powers which have already ratified the Opium Convention.

Organising the Drug-trade.

National Warehouse and General Workers' Union.

THE National Warehouse and General Workers' Union, Pharmaceutical Section (Wholesale and Retail), Sheffield Branch, held a meeting on December 3 at Westworth Café, Pinstone Street, Sheffield, at which Mr. Beardsworth, organiser, outlined the amended National Programme for improved conditions of labour, as decided by the delegates at the Pharmacists' and Assistants' Conference at the Adelphi Hotel, Liverpool, on October 19. The programme was finally adopted. It was then resolved to communicate with members of Parliament in the area, asking them in the interests of organised labour to hasten the formation of the Industrial Council for the drug-trade. Mr. Beardsworth gave an interesting account of the organisation of the wholesale drug-workers in Newcastle and Leeds, and stated that the North of England organised drug-workers (wholesale) to the extent of 80 per cent. are members of this Union. He hoped that early in the New Year the fusion of the Co-op. Union and the N.W.G.W. Union would be announced, and that in time all the Drug-trade (wholesale and retail) Unions will amalgamate for common interests.—The suggested rates of pay and certain other terms, previously published (*C. & D.*, September 6, p. 64), have been modified as given below:

Term of apprenticeship is now three years. *Minimum rates for apprentices* (commencing age sixteen).—First year, 15s.; second year, 20s.; third year, 30s.; minimum after three years' apprenticeship while with the same employer, age nineteen, 40s.; twenty, 50s.; twenty-one, 70s. *Assistants (unqualified)*.—From age twenty-one to thirty, starting with 70s., and increasing by annual increments of 5s. to 5l. 15s. per week. *Assistants (qualified)*.—From age twenty-one to thirty, starting with 130s., and increasing by annual increments to 3l. 15s. per week. *Managers'* minimum scale as above, plus 1 per cent. on turnover. Equal pay for women. Part-time workers (qualified) 4s. per hour; (unqualified) 2s. 6d. *Hours of labour*.—A working week, exclusive of meal hours, of 44 hours (five days of 8 hours and one day of 4 hours); overtime at the rate of time and a-half. Service on Sundays and all statutory holidays to be at double-time rates. *Agreements*.—Radius agreements to be abolished. The terms not given above remain unchanged.

A FIX.—"I know now," remarked the young pharmacy student who had been wrestling unsuccessfully with volumetric solution of sodium thiosulphate, "why this beastly stuff is called fixing salt. I have never been so puzzled in my life."

Corner for Students.

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C. 4."

Report on the November Analytical Exercise.

THE powder distributed to students on November 11 contained four parts by weight of ferrous ammonium sulphate, five parts of hydrated calcium sulphate, and one part of sodium metarsenite. The calculated composition of such a mixture is:

| | | | | |
|------------------|-----|-----|-----|-------|
| Fe | ... | ... | ... | 5.7 |
| Ca | ... | ... | ... | 11.6 |
| NH ₄ | ... | ... | ... | 3.7 |
| Na | ... | ... | ... | 1.8 |
| SO ₄ | ... | ... | ... | 47.5 |
| AsO ₂ | ... | ... | ... | 8.2 |
| H ₂ O | ... | ... | ... | 21.5 |
| | | | | 100.0 |

The carbonic-acid radical was present in small proportion as an impurity in the sodium metarsenite.

Samples of the powder were distributed to ninety-six students, and sixty-six reports were sent in for examination. The sulphuric-acid radical was reported in every instance. In two cases iron was missed entirely; in nine cases it was not stated to be present in the ferrous condition, and in nine other cases it was definitely stated to be in the ferric condition only. Calcium was missed in twenty cases, ammonium in fourteen, and sodium in ten. Arsenic was only missed entirely in four cases, but in eleven it was not stated to be present as arsenite, and in twenty-four others it was definitely stated to be present as arsenate. The evolution of water when the powder was heated in a dry test-tube was overlooked in no fewer than thirty-four cases. Fourteen students reported the trace of a carbonate.

This exercise has brought a highly gratifying response in the form of the largest number of reports received for years, and these reports have furnished an unusual number of points worthy of comment. In the cases of most of these points which arise in connection with several reports, they are dealt with in the general remarks, while the separate replies to correspondents are usually devoted to special items contained in individual reports.

The evolution of water on heating the powder was too conspicuous to be overlooked in a carefully conducted sublimation-tube test, and, for reasons that have been stated frequently in this column, the failure to observe it was regarded as a serious defect. Some students accurately observed and recorded the evolution of water and ammonia, followed later by sulphur dioxide, and correctly interpreted these observations.

Heating (and in some instances boiling) the powder with concentrated sulphuric acid was occasionally reported as giving rise to irritating fumes which were mistaken for hydrochloric acid. They were really due to the sulphuric acid, and would have been formed equally well in absence of the powder.

The evolution of bubbles of carbon dioxide when the powder was treated with dilute hydrochloric acid was inconspicuous, and it is not altogether surprising that it was pretty generally overlooked. It was distinctly more noticeable when some of the powder was dropped into a few drops of concentrated hydrochloric acid, in which carbon dioxide is not so soluble as it is in the diluted acid.

In the cases of many of the failures to detect ammonium, this was due to the omission of any test that could have supplied evidence of its presence.

Total failures to detect arsenic were few, but numerous reports did not include any statement as to the form of combination in which this element was supposed to exist; while in a much larger number it was stated to be present as an arsenate. In this connection it is to be noted that the heating of the powder with nitric acid, in conjunction

with the use of ammonium molybdate as a test for a phosphate or an arsenate, actually ensured the oxidation of the arsenious acid radical to the arsenic state, and so led to the production of the yellow precipitate which arsenates yield. As a matter of fact, the original hydrochloric-acid solution of the powder gave, in the cold, an immediate yellow precipitate with hydrogen sulphide, and when the gas had been passed rapidly, in excess, through the cold solution and the precipitate had been separated by filtration, the suitably prepared filtrate no longer gave with ammonium molybdate any yellow precipitate, and the absence of an arsenate was virtually established. In their reports on the systematic testing for acid radicals, many students represented a portion of the sodium carbonate extract which had been neutralised with nitric acid as yielding with silver nitrate a chocolate-brown precipitate, indicating the presence of an arsenate. The precipitate produced on applying this test was, however, actually yellow and, in the proved absence of a phosphate, indicated an arsenite. Referring to the ammonium-molybdate test for phosphate and arsenate, it is the case that at moderate temperatures the precipitate is produced more readily with the former than with the latter, but under the varying conditions of concentration, etc., which occur in different analyses, the difference is not sufficient to permit of a sharp distinction between the two being made.

A matter which has been previously referred to frequently may be mentioned here again, in view of the many examples in the reports now under comment; that is, the unwarranted assumption of facts which have not been proved on the strength of others which have. To illustrate: the arsenic-group precipitate was easily shown to contain arsenic, the iron-group precipitate to contain iron, and the barium-group precipitate to contain calcium, and when this had been done the absence of other elements which might be present was too often assumed without any search being made for them. In this way it came about occasionally that antimony and tin, aluminium and chromium, barium and strontium were not proved present or absent, but their absence was simply asserted, without any evidence in support of the assertion. Of very much the same order of superficial treatment was that which led to the inaccurate description of the powder as insoluble in water because it did not dissolve completely, the chief difference being that this was unlikely to result in failure to detect essential constituents.

After the removal of the hydrogen sulphide precipitate and the boiling off of the excess of hydrogen sulphide, a number of students omitted to boil with nitric acid to convert any ferrous salt into ferric, prior to precipitating the iron group. This precaution should be carefully observed in order to secure complete precipitation of the iron.

In several instances the iron was reported as entirely or mainly ferric, whereas iron in the ferrous condition still greatly predominated a month after the preparation of the mixture.

Chloride was very commonly reported present, whether as the merest trace or as a main constituent. Silver nitrate gave no more than the faintest indication of its presence, and the many well-marked reactions reported are evidently due to impurities in the sodium carbonate. The procuring of supplies of the latter, which are entirely free from chloride, seems to become increasingly difficult.

Collaboration and comparison are not without their educational value in chemical analysis, but there are accompanying risks. One large group of students, who obviously do not work independently, has erred with complete unanimity on the present occasion in reporting the absence of any barium-group metal and the presence of magnesium. It is scarcely credible that all could have thus failed in unison had greater independence of experiment and observation been exercised.

PRIZES.

The first prize for the best analysis has been awarded to CYRIL T. HINES, Norfolk House, Danvers Road, Hornsey, London, N. 8.

The second prize has been awarded to

C. W. MAPLETHORPE, London College of Pharmacy,
361 Clapham Road, London, S.W. 9.

First Prize.—Any scientific book that is published at a price not greatly exceeding half-a-guinea may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about five shillings may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the Publisher naming the book or books they select.

MARKS AWARDED FOR ANALYSES.

1. Correspondents who are unqualified:

| | | | |
|--------------------------------------|----|---------------------------|----|
| Cyril T. Hines (1st Prize) | 98 | Jalap | 73 |
| C. W. Maplethorpe (2nd Prize) | 96 | Formate | 72 |
| Gee-Gee | 95 | Coenocyte | 71 |
| Hirudo | 95 | Notac | 71 |
| Serum | 95 | Roustchuk | 71 |
| Ergo | 94 | Babette | 70 |
| M. E. Z. | 94 | Doveri | 70 |
| Sivart | 93 | Kerodyne | 70 |
| Aba | 92 | Sparks | 70 |
| Iccles | 92 | Scout | 69 |
| Bruggles | 90 | Denda | 67 |
| Radco | 88 | Stella | 67 |
| J. G. E. | 86 | Cadmium | 66 |
| N. B. P. B. | 86 | Adsum | 65 |
| Margaret | 85 | Gypsum | 65 |
| J. M. | 83 | Silver | 65 |
| Gee-Eff | 82 | Ashes | 64 |
| Bezique | 81 | Trix | 64 |
| Nitrosyl | 81 | Mytosis | 64 |
| L. F. Davidson | 78 | Pentane | 63 |
| Neon (Leeds) | 78 | Benzaldehyde | 61 |
| Indian | 77 | Dose | 60 |
| Smilax | 77 | Atropa | 59 |
| Acetate | 76 | Victor | 58 |
| Conor | 76 | Dorema | 57 |
| Radio | 76 | Scopolamine | 55 |
| Secundus | 76 | A. Z. | 54 |
| Ginger | 75 | Neon (Hastings) | 54 |
| T. E. P. | 74 | P. Renshaw | 53 |
| A. N. Other | 73 | (x+y) ² | 53 |
| | | Semper Eadem | 48 |
| | | A. M. M. | 38 |

2. Correspondents who are qualified, or who have not indicated that they are unqualified:

| | | | |
|------------------|----|-------------------|----|
| Amature | 74 | Figola | 80 |
| Catalytic | 71 | Prospector | 81 |

TO CORRESPONDENTS.

GEE-GEE and HIRUDO.—It was superfluous to test for ferrocyanide or ferricyanide in a substance which contained a ferrous salt and dissolved in dilute hydrochloric acid to form a nearly colourless solution. The precipitate which you supposed to be aluminium hydroxide probably consisted of calcium sulphate, which is sparingly soluble and is occasionally precipitated in the iron group.

SERUM.—Note that the mixture intimated was to contain "not more than three salts," but that the number of metals possibly present was not limited.

ERGO.—The treatment which you report did not conclusively prove a phosphate either present or absent. Oxidation of the solution by boiling with nitric acid should precede precipitation of the iron group if complete separation of the iron is to be ensured, since ferrous solutions are not wholly precipitated by ammonia.

SIVART.—Use dilute hydrochloric acid in testing the solubility of a precipitated barium salt.

BRUGGLES.—The filtrate from the iron group must have contained traces of iron. Cobalt or nickel was not present.

J. G. E.—The precipitate you took for lead arsenate consisted of lead arsenite and sulphate.

N. B. P. B.—You omitted to report upon the filtrate obtained after treating the iron-group precipitate with potassium hydroxide and hydrogen peroxide and filtering, and so left the presence or absence of aluminium in doubt.

MARGARET.—You did not report upon the filtrate obtained after treating the arsenic-group precipitate with concentrated hydrochloric acid and filtering, and the presence or absence of tin was left undecided. See also the reply immediately preceding.

J. M.—After boiling the iron-group precipitate with solution of sodium hydroxide, chromium should have been sought for in the precipitate rather than in the filtrate: chromic hydroxide is dissolved by cold solution of sodium hydroxide, but is gradually reprecipitated on boiling.

GEE-EFF.—You apparently omitted to test the arsenic-group filtrate for tin. Read the reply to "J. M."

BEZIQUE.—You left the presence or absence of antimony, tin, chromium, and aluminium all alike unexamined points.

L. F. DAVIDSON.—A light-blue precipitate with potassium ferrocyanide is produced by a ferrous—not a ferric—salt. Ammonium chloride boiled with the solution of an iron-group precipitate in hydrochloric acid cannot possibly give a precipitate due to aluminium.

NEON (Leeds).—The statements in the general remarks regarding the incomplete examination of precipitates apply very specially to your analysis.

ACETATE and OTHERS.—The powder did not contain bismuth or the nitric-acid radical, and the substance which yielded a residue that you mistook for bismuth sulphide must have been introduced in the course of your analysis.

CONOR.—It is arsenites—not arsenates—which give a yellow precipitate with silver nitrate. See also the reply to "Acetate."

RADIO.—Your report inclines to be superficial. It is not sufficient to say that filtrates were tested for antimony and tin and for chromium and aluminium: the mode of treatment should be stated.

SECUNDUS.—After treatment of the solution of the iron-group precipitate with sodium peroxide, chromium is to be sought for in solution, as chromate, and not in any precipitate that may be produced.

T. E. P.—The stage of oxidation in which the iron was present in the powder should have been stated.

A. N. OTHER.—Your treatment of the powder as a phosphate mixture was a needless complication.

FORMATE.—Had you applied any test for an ammonium compound it is probable that you would have detected it. Your mode of testing for chromium in the iron-group precipitate was inappropriate. Compare the reply to "J. M."

BABETTE.—Apparently you tested for tin by adding mercuric chloride to a solution which could only contain that metal as stannic chloride—a substance which does not reduce mercuric chloride.

SCOUT.—The solution in which you endeavoured to confirm the presence of arsenic by means of magnesia mixture contained that element as arsenite, and consequently any precipitate which formed could not be ammonium magnesium arsenate.

STELLA.—No evidence of any value regarding the presence of a carbonate or a bicarbonate could be obtained by shaking up with solution of mercuric chloride a powder which was only partially soluble in water.

ANSUM.—Nessler's reagent is not a fitting test to employ in the preliminary examination for ammonium compounds.

SILVER.—According to your report, you dissolved the iron-group precipitate in hydrochloric acid, added sodium hydroxide in excess and filtered. To the filtrate you then added lead acetate as a test for a chromate, but chromium could not be present as a chromate in the solution so obtained.

PENTANE.—The flame coloration which you attributed to lithium was no doubt due to traces of calcium that had escaped precipitation by ammonium carbonate.

BENZALDEHYDE.—The odour which you noticed on heating the powder with hydrochloric acid was simply that of this reagent. When in doubt regarding the evolution of sulphur dioxide in this test, try the effect of heating with dilute sulphuric acid.

VICTOR.—Credit cannot be given for the inclusion in the summary of constituents of any item which is followed by a note of interrogation. The responsibility for

definitely including or equally definitely excluding the name of any radical must rest with yourself alone.

P. RENSCHAW.—A more systematic examination of the powder was required. Study the scheme of analysis laid down in any standard text-book and follow it consistently. Stray dashes here and there, designed to prove the presence or absence of individual constituents, while occasionally serviceable in skilled hands, are unsuitable for the beginner and usually land him in confusion and doubt.

SEMPER EADEM.—Ammonium sulphide—not sulphate—is the reagent employed to separate the sulphides of the arsenic from those of the copper group. Perseverance, with the aid of a good text-book, will enable you, by and by, to revise your *nom de plume*.

AMATURE.—The calcium which you found in the course of the special separation for phosphates may have been due to the precipitation of some calcium sulphate along with the ferric hydroxide.

CATALYTIC.—The darkening of the original powder on heating was not due to organic salts, and the precipitate you took for calcium citrate was probably calcium sulphate.

FIGOLA.—The fact that some, at least, of the hydrogen sulphide precipitate did not dissolve in hydrochloric acid did not prove the absence of tin and cadmium.

Associations' Winter Session.

Liverpool.—At a meeting of the Liverpool Chemists' Association, held on December 3, Mr. David H. Evans (President) introduced a new member, Mr. Herbert J. Evans, B.Sc., to lecture on *The Chemistry of the Proteins*. Mr. Evans was educated at Bloomsbury Square, where he took his Ph.C., and proceeded to the University of Aberystwith for his degree. He joined the Territorial Army in 1913, and on the outbreak of war was drafted into the R.F.A., where he received his commission, and served in France for twelve months. After being invalided out he established himself in Liverpool as a laboratory chemist. The lecturer, with the aid of the blackboard, demonstrated the constitution and chemical analyses of the proteins, and, incidentally dealing with food values, differentiated between animal and vegetable proteins, showing that the one class did not form a perfect substitute for the other. By invitation of the President, Mr. Greatrex J. Woods, A.I.C., F.C.S., who joined the Forces from New Zealand and is at present engaged in the laboratories of Evans Sons Lescher & Webb, Ltd., took part in the discussion. As a tribute to the memory of the late Mr. F. J. Bennett (a director of Ayrton, Saunders & Co., Ltd) all present rose in silence, the President remarking that Mr. Bennett was a young and very promising member of the Association.

London (N.).—A meeting of the North London Pharmaceutical Association was held at the Progressive Pharmacy Club, W.C., on December 9, the President (Mr. C. W. Andrew) in the chair. There was a large attendance. Some interesting correspondence was read with reference to the cost of circular labels and the supply of medicaments by public clinics. It was agreed, by a large majority, to hold the next two ordinary meetings at St. Paul's School, near Hornsey Road, N. A resolution was proposed by Mr. Todd, deprecating the action of the "Udal" directors in the circumstances of the strike (*C. & D.*, December 6, p. 57), but after some discussion was withdrawn. Mr. Weiss read a paper on *A Costing System* (see p. 54), dividing the business of a pharmacist into five groups, with separate estimates for each of these. A brief discussion ensued, in which some interesting points were raised by question and answer. Mr. Herbert Skinner and Mr. Alfred Higgs, J.P. (Kingston-on-Thames) also spoke. Mr. Skinner, in the course of a few practical suggestions on the problems of the Profiteering Act, pointed out that chemists would be well advised not to drop their prices below a reasonable level, and asked for volunteers

to form a "vigilance committee." Mr. Higgs, who was enthusiastically received, made clear to his audience many of the pitfalls of the average Profiteering Committee's procedure, referring incidentally to reports in *THE CHEMIST AND DRUGGIST*. He instanced, as an example of how not to do it, the case of a man who had not altered his price for a certain dressing since the beginning of the war. (Laughter.) No other trade, he added, was so well prepared as that of the chemist with data concerning pre-war prices. Every case could be fought, and, if necessary, a High Court decision on the question of fair profit could be obtained.

Thames Valley.—A meeting of the Thames Valley Pharmacists' Association was held on December 10. There was a good attendance. The president, Mr. F. J. Plomley (Kingston-on-Thames), occupied the chair. With regard to the Proprietary Articles Trade Association Council election, a satisfactory report was received of the progress of the campaign in favour of Mr. A. Higgs, J.P. Mr. H. E. Clement (Hampton Hill) reported that the Middlesex Pharmaceutical Committee wanted every chemist to remain on the panel until the new terms are issued. Mr. W. M. Tims (Cobham) said that at a meeting of the Surrey Pharmaceutical Committee and Insurance Committee statistics were put forward by members of the Pharmaceutical Committee showing that the cost of wages of assistants would be about 3s. 9d. per hour for overtime, which only left 1s. 3d. for the proprietor for light, etc. Several members spoke on the subject, deprecating keeping open after the usual hours of business. Mr. Goode (Twickenham) said that his experience in Essex as secretary of the Pharmaceutical Committee was that the formation of a voluntary rota worked well. A resolution was passed asking the Middlesex and Surrey County Pharmaceutical Committees to take a postal vote on the new terms of service. Speaking on the Profiteering Act, Mr. Alfred Higgs stated that the forthcoming new Bill would probably remedy the many defects of the present Act, he emphasised the necessity of care in replying to letters sent to members from Profiteering Committees regarding complaints that might be the subject of further investigation. One of the greatest drawbacks was the insistence of Committees for respondents to produce invoices instead of calculations being made on the "market" price of the day, he pointed out very forcibly the reasons why market or replacement price should be taken as the cost price. From his experience he found the retailer who bought in a dear market and at a high price came off better with the Committees than a keen buyer. On the question of calling witnesses he was very dubious, they oftentimes "let you down" by some inconsistent answer to questions; the best witness was one who answered in monosyllables. Whilst attending tribunals he had noticed to what a great degree dismissals had been frustrated by witnesses' answers. He believed in making a good fight, however bad things looked on the surface; always try to justify your case and not plead mistakes. Mr. Higgs reported on the cases heard since last meeting, and at which he had represented the respondent. With the exception of the cotton-wool case at Hackney these had been dismissed; however, he hoped to reverse that decision on appeal. A discussion ensued and Mr. Higgs replied to several questions on matters that had arisen. The president thought that some sort of a guarantee fund should be established, so that if any members had to answer a complaint funds would be ready to ensure attendant expenses. In the middle of the meeting the president invited the members to tea.

A CORRESPONDENT, writing on political matters in the "Westminster Gazette," makes the following remark:

Flexibility and power of adaptation to changing circumstances have no doubt their uses, but when we come to the point where the political pharmacist can only remain in business by sticking the wrong labels on his bottles, we may be forgiven for concluding that opportunism may go too far.

Why drag in pharmacists?

Trade Report.

42 Cannon Street, E.C. 4 Dec. 11.

BUSINESS continues unusually brisk, considering the approaching end of the year, but it is mostly on export account, and the home trade is slackening off. Prices again show a steady advance, and new high records continue to be created. The United States appears to be taking the lead in this direction; on the other hand, Germany appears to be holding a "clearance sale" of chemicals, and some ridiculously low quotations are being made, but for various technical reasons they are not being taken advantage of, with the probable exception of the bromide salts, the prices of which are very irregular. American makers announce a substantial advance in the bromides this week, but they are not yet effective on this market, owing to second-hand sellers. Mercurials have been advanced 9d. per lb., making an aggregate of 1s. 3d. in a fortnight. Aspirin and the salicylates are tending upwards. Menthol, mint oil, and Japanese camphor slabs continue "sky-rocket" markets. The issuing of a "bear" circular on menthol by a New York house has had no effect whatever on this market. Heliotropin, gallic acid, lithia carbonate, thymol, hexamine, cream of tartar, and tartaric acid are more or less dearer. Among drugs and essential oils, balsam Peru, saffron, senega, Chinese galls, and star aniseed are selling at higher prices. Cassia, lemongrass, cinnamon, and orange oils are dearer; lemon is a trifle easier. Lime products, such as lime oil and lime-juice, are cheaper; shellac is still soaring; linseed and turpentine oils have been active and dearer. Canary, caraway, and cumin seeds are steady; fennel is firm, and fenugreek slow. Pimento is firmer, and cloves quiet. Chillies are dearer at auction.

| Higher | Firmer | Easier | Lower |
|--|---|---|---|
| Anise-star Balsam Peru Camphor (Jp. ref.) Cassia oil Chillies Galls (Chinese) Heliotropin Linseed oil Menthol Mercurials Mint oil (Jp.) Orange oil Platinum Quicksilver Saffron Shellac Soda sulphate Thymol Turpentine | Cinnamon-leaf oil Cream of tartar Gallic acid Hexamine Lemongrass oil Lithia carbonate Pimento Senega Tartaric acid | Agar-agar Juniper-berries Lemon oil | Benzaldehyde Copper sulphate Lime-juice Lime oil |

Cablegram.

NEW YORK, December 9.—Business is active and prices continue to advance, the following all being higher: Potash bromide crystals 90c. and granular 85c.; sodium bromide 75c., ammonium 80c., and strontium 75c. Sodium salicylate is 65c. Quicksilver is \$100 per bottle (\$5.00 higher); formaldehyde 30c. per lb. Menthol is \$13.25, Cartagena ipecacuanha \$3.25, and round buchu \$2.35 per lb.

AOETANILIDE continues firm at from 3s. 6d. to 3s. 9d. per lb. on the spot. The arrivals comprise 102 cases from New York, where makers quote 54c. to 55c.

AGAR-AGAR is quiet, with sellers of No. 1 Kobe strip at 3s. 3½d. per lb., and No. 2 Yokohama at 3s. 2d. on the spot.

ALBUMEN is steady, prime Chinese hen offering at 5s. 3d. per lb. on the spot, and affloat has been sold at this price.

AMIDOPYRIN continues very scarce, with sellers in limited quantities at from 57s. 6d. to 60s. per lb. on the spot.

ANISE.—A small quantity of Spanish has been sold at 87s. 6d., and some Russian at about 80s. per cwt.

ANISE OIL (STAR) is quiet with sellers of "Red Ship" brand at 5s. 10½d. to 6s. per lb. on the spot.

BALSAMS.—Peru has advanced about 9d. per lb. on the spot, sellers asking 20s., and in one instance 22s. 6d. Tolu is still 8s. 6d., and South American Copaiba (B.P.) is not too plentiful at 4s. 9d. to 4s. 6d. Para is 3s. 3d., and Maranham 4s. 6d. to 4s. 9d. on the spot. Oregon balsam is 3s. to 3s. per lb.

BARBITONE is quoted at from 27s. 6d. to 30s. per lb. on the spot.

BENZALDEHYDE is cheaper in one quarter, chlorine free, offering at 5s. 6d. per lb.

BENZOIC ACID, ex toluol, is offered at 4s. 6d. for delivery in January.

BROMIDES command a good deal of attention in market circles, and owing to the offers of potash from Germany the prices met with are very irregular. A fairly free hand appears to have been given to the importation from that source, and the prices paid enable importers to offer at 4s. per lb. and slightly less. On the other hand, there has been an advance in the American prices by 10c. for potash, 15c. for soda, and 15c. for ammon.; but this new advance does not yet substantially affect the market here, as there are second-hand sellers of potash at 4s. 3d. for granular and 4s. 6d. for crystals; soda is 3s. 6d. to 3s. 9d., and ammon. 4s. 3d. to 4s. 6d.

BUCHU.—The Kentworth Castle has brought 18 packages to London.

CALUMBA.—The landings in London during November were 1,396 bags and the deliveries 61 bags, leaving a stock of 4,694 bags, against 862 bags in November 1918.

CAMPHOR (CRUDE).—Spot sales of Foochow have been made at 12s. 3d. per lb., and affloat at 12s. c.i.f.

CAMPHOR (REFINED) is from 1s. to 1s. 9d. dearer for Japanese 2½-lb. slabs, which have been sold at from 21s. to 20s. 6d. to 20s. 10½d. per lb., and November-January shipment at 19s. c.i.f. English flowers are 18s. 6d. to 19s.

CANARY-SEED is quiet but steady at 215s. per quarter for ordinary Morocco, and at 227s. 6d. to 232s. 6d. for fair to good.

CARAWAY-SEED is steady at 52s. per cwt. for good Dutch on the spot.

CARBOLIC ACID.—Makers' prices vary somewhat, according to whether they are fully sold or not. Those who are not offer 39° to 40° C. ordinary ice crystals at 10d. to 10½d. per lb. in large-bulk packing.

CASCARA SAGRADA is quiet, with sellers of two- to three-year-old bark at 107s. 6d. per cwt. on the spot. The landings in London during November were 22 tons, and the deliveries 19 tons, leaving a stock of 90 tons, against 18 tons in November 1918.

CASSIA OIL is dearer, with spot sales of 80 to 85 per cent. c.a. at up to 9s. 4½d., sellers asking 9s. 6d., while to arrive 8s. 10½d. c.i.f. has been paid.

CHAULMOOGRA OIL has lately taken an upward turn, importers quoting 4s. per lb. to arrive.

CHILLIES.—At auction 23 bags Mombasa sold at 77s. for good red, 70s. for fair, and 60s. to 65s. for ordinary.

CHLORAL HYDRATE.—There are still sellers of crystals in bond at from 7s. to 7s. 6d. per lb.—the latter price for small lots.

CINNAMON OIL.—Ceylon leaf is dearer, with spot sellers at 10½d. per oz.

CLOVE OIL is steady at 20s. 6d. per lb. from English distillers and 21s. for W's.

CLOVES are steady, with spot sellers of fair Zanzibar at 2s. 5d. Penang are practically unobtainable, the supply consisting of a few cases in second-hands, but further arrivals are looked for early in the New Year. At auction 100 bales ordinary dark Zanzibar sold at 2s., and 100 bales stems at 4d. to 4½d.

COD-LIVER OIL is in fair seasonable demand, with sellers of finest 1919 medicinal Norwegian oil at 470s. per barrel and upwards.

CORIANDER-SEED is slow of sale at 21s. per cwt. for fair Morocco, and at 17s. for old crop. At auction 299 bags Morocco sold at from 18s. to 18s. 6d. per cwt.

COPPER SULPHATE is rather cheaper at 37l. 10s. per ton in London, and in Liverpool 41l. is quoted.

CREAM OF TARTAR is firmer at 265s. per cwt. for finest Italian powder (B.P.), and for French 95 per cent. 255s. is quoted.

CUMIN-SEED is steady at 45s. per cwt. for sifted Morocco.

DILL-SEED is quoted 18s. per cwt., but sales are slow.

EGG-PRODUCTS are quiet. Chinese liquid hen-yolk is quoted at 150s. on the spot, and for afloat 152s. 6d. has been paid. Dried whole on the spot is 2s. 6d. per lb. Liquid whole afloat and for November-December shipment is 145s. c.i.f. Dried yolk on the spot is 2s., and afloat 2s. 0½d. per lb. c.i.f.

FARINA is quiet, with Japanese No. 1 offering at 39s. 6d. per cwt. on the spot, and for December-February shipment sellers quote 37s. c.i.f. Sweet-potato flour is inactive, with sellers at 32s. 6d., and December-February shipment at 31s. c.i.f.

FENNEL-SEED is firm at 36s. 6d. per cwt.

FENUGREEK-SEED is slow at 16s. per cwt.

FORMALDEHYDE.—America reports a very heavy export demand with sales at 29c. to 30c. per lb. Spot (London) prices vary considerably, and at the moment holders are able to obtain 185s. to 195s. per cwt., owing to temporary scarcity.

GALLIC ACID is dearer at 6s. 6d. per lb. for spot supplies.

GALLS.—At auction on Friday 150 cases plum-shaped Chinese offered and sold at from 182s. 6d. to 185s. per cwt., being dearer.

GAMBOGE.—The stock is extremely low, being 17 packages at the end of November, compared with 95 in November 1918. The deliveries during November were 19, and the imports 15 cases.

GINGER remains steady, Japanese on spot offering at 52s. 6d. and African at about 74s. Cochin is in limited demand, sound washed rough being scarce, the offerings being more or less wormy.

HELIOTROPIN is again higher, and a fair quantity has changed hands at up to 35s. per lb.

HEXAMINE is very firm and scarce on the spot and worth from 9s. to 10s. per lb., but it cannot be replaced at these prices from America, as makers are not sellers at the moment.

IPECACUANHA.—A total of 172 packages was delivered from the warehouses last month, comprising 83 Matto Grosso, 49 Minas, 1 Cartagena, and 39 E.I.; while the landings were 171 Matto Grosso, 24 Minas, and 3 Cartagena. The stock at the end of November was 203 (575) Matto Grosso, 4 (3) Minas, 24 (26) Cartagena, and 43 (58) East Indian. The figures in parentheses represent the stocks at the end of November 1918. Thirty-five bales have arrived from Brazil.

JUNIPER-BERRIES are easier, fair Italian offering at 33s. per cwt. on spot.

LEAD OXIDE.—Manufacturers find almost insuperable difficulties in keeping pace with the numerous orders coming forward for home and export. Towards the close of last week another price revision took place owing to the further big advance in pig lead, which has now reached well over 40l. per ton, while there is some apprehension as to scarcity arising in the New Year. Current quotations of the various descriptions of lead oxide show a further advance of 3l. per ton, as follows: Red lead and litharge, 53l. to 52l.; dry white lead, 59l.; and white lead in oil, 70l. 5s. per ton, these quotations applying both to the home trade and export.

LEMON OIL is quiet and in easier tendency, spot offering at 6s. 6d. per lb., and to arrive 7s. to 7s. 3d. c.i.f. is quoted.

A Palermo report dated November 29 states that "the position of our foreign exchange is influencing the market considerably. The tip-top prices which were paid to growers both for prompt and new crop were based on the very high rate which exchange reached about three weeks ago. Since then, however, the exchange has been fluctuating continually and very heavily, causing considerable uneasiness in the market. Buyers have therefore been more cautious, and have tried to suit prices in Italian currency to the fluctuations of the exchange. They have met, however, with a stubborn resistance on the part of the growers."

LEMONGRASS OIL.—Sales of Cochin have been made at 7½d. per oz. on the spot, and now 7¾d. is asked; to arrive 7½d. c.i.f. is quoted.

LIME JUICE.—With an accumulation of supplies on the spot, prices have been tending easier of late, and fair raw West Indian can be readily bought at 2s. 3d. per gal.

LIME OIL.—With fair spot stocks, the price of West Indian distilled is easy at 3s. per lb., and hand-pressed is weak at 10s.

LINSEED OIL has advanced about 3l. per ton on a strong and active market, the spot price closing at 107l. net, naked, ex mill, and in Hull 106l. 0s. 6d. is quoted.

LIQUORICE JUICE has arrived freely of late, and the prices of block vary considerably as to quality. Sticks have also been subject to keener competition, with finest offering at 415s. per cwt.

LITHIA CARBONATE.—American to arrive is quoted at 9s. per lb., which is dearer, especially in view of the present low rate of exchange.

MENTHOL shows a further advance of about 9s. per lb., with spot sales of Kobayashi-Suzuki at from 66s. to 75s. per lb.

MERCURIALS.—Makers' prices have been advanced by 9d. per lb. following on the rise in mercury. The list prices of calomel 7s. 9d., red oxide 8s. 7d., and white precipitate 8s. 2d. per lb., with the usual reduction for quantity.

MINT OIL.—Japanese dementholised has advanced about 1s. 3d. per lb., with spot sales of Kobayashi-Suzuki at from 16s. 3d. to 17s. 6d. per lb.

MUSTARD-SEED is quiet, with prices remaining at about 100s. per cwt.

MYRRH.—The London stock (corrected by inspection at the end of November) was 457 packages, compared with 264 packages in November 1918. The landings in November were 23 and the deliveries 54 packages.

OPIUM remains steady with a moderate business doing, the sales including 12 per cent. Turkish at from 19s. 6d. to 20s. per lb. on the spot.

A Smyrna report dated November 22 states that the sales this week amount to 53 cases at slightly easier prices. To-day we quote slightly selected druggists' at 17s. per lb. c.i.f., manufacturing material (11 per cent.) at 16s. 6d., and soft shipping qualities at 21s. The exchange on London and dollars is more favourable. Cheque ps.345 on London and \$1.22 per Turkish paper pound. The arrivals are 1,032 cases, against 67 at same date last year.

A Smyrna report dated November 29 advises a very active market again for all manufacturing descriptions. The sales amount to 105 cases at 15s. to 21s. per lb., as to quality. The exchange has advanced to ps.350 per pound sterling for cheque, and dollars are now \$1.16 per Turkish paper pound of ps.100. The arrivals to date are 1,060 cases, against 76 cases.

ORANGE OIL.—Sicilian is dearer, sweet offering at from 20s. to 21s. per lb. c.i.f. to arrive, spot values being from 18s. 9d. to 19s. West Indian has sharply advanced of late, 14s. 6d. f.o.b. Jamaica having been paid.

PEPPER is firmer, with an improved demand for black on the spot, which has been sold at 10¼d. to 10½d. For December-February shipment 10¼d. c.i.f. has been paid. October-December has been done at 10¾d., and January-March at 11d. Lampong on the spot has been sold at 10¾d., and afloat at 9½d. c.i.f. d.w. Fair Tellicherry on the spot has sellers at 1s. 1½d. and Aleppy 10¾d. per lb. White Muntok on the spot is 1s. 5½d. For November-January shipment 1s. 4d. is quoted. Singapore has sellers at 1s. 5d. per lb., and for November-January shipment 1s. 3¾d. c.i.f.

PEPPERMINT OIL.—The spot prices of American tin oil vary from 47s. 6d. to 50s. per lb. for finest and for H.G.H. 62s. London terms is quoted. During November and December between 700 and 800 cases of Japanese oil of mint have been received in New York from London.

PIMENTO is firmer, with spot sales at from 53d. to 6d. per lb. At auction 1,151 bags were bought in at 6d.

PLATINUM.—The metal has advanced by 60s. per oz. to 502s. per oz., and scrap, which was 400s., is now 442s.

QUICKSILVER.—A further advance of 10s. per bottle took place on Tuesday to 24l. per bottle. The position is dealt with editorially.

QUININE.—A few lots of sulphate in the hands of second-hand dealers have been offering at from 5s. 1d. to 5s. 3d. per oz., but in limited quantities only. To their regular customers wholesale druggists offer at from 3s. 11d. to 4s., but the quantities are strictly limited. The Board of Trade returns for November give the following figures:

| | 1917 | 1918 | 1919 |
|-----------------------------|-----------|-----------|-----------|
| | oz. | oz. | oz. |
| November imports ... | 845,767 | 707,768 | 700,592 |
| Jan. to Nov. imports ... | 4,575,749 | 2,081,117 | 5,670,016 |
| November, U.K. exports ... | 41,130 | 15,126 | 193,329 |
| Jan. to Nov., U.K. exports | 1,370,001 | 337,355 | 1,625,249 |
| November re-exports ... | 407,305 | 32,130 | 808,388 |
| Jan. to Nov. re-exports ... | 551,712 | 1,538,438 | 2,953,242 |

RESORCIN is very scarce on the spot, and if obtainable is worth from 30s. to 35s. per lb.

SAFFRON has sharply advanced in several quarters, importers asking 72s. 6d. to 75s. per lb. for finest Valencia on the spot, at which business has been done.

SALOL is very firm in the U.S., and spot supplies are worth at least 5s. 3d. to 5s. 6d. per lb.

SARSAPARILLA.—The November deliveries were 172 bales and the landings 38 bales, leaving a stock of 782 bales, against 775 bales in November 1918.

SENEGA.—Owing to the scarcity for prompt delivery, sellers have made 11s. per lb. this week in single bales, and to arrive 10s. 3d. is quoted; 15 bales have arrived from New York.

A New York advice, dated November 26, reports a very heavy export demand, the nominal quotation being \$2.00, and this price is also demanded in the producing sections. It is now generally conceded that there is very little of the last crop left, and what is available will have to supply the demand up to next July or August.

SENNA.—Fair deliveries of senna—897 packages—took place during November, while the imports amounted to 114 packages. The stock at the end of November was 4,117, against 8,118 packages. The *Clun Sinclair* has brought 690 bales Tinnevely.

SHELLAC.—A further considerable advance has taken place in all positions, the sales including the usual standard TN Orange quality at from 590s. to 625s. and fine Orange up to 630s. AC cakey has been sold at from 460s. to 500s. and pure button at from 615s. to 625s. per cwt. The sales for delivery include December at from 600s. to 615s., March at from 585s. to 620s., and May at from 565s. to 605s. to 600s.

SODA ASH.—For 58-per-cent. light alkali 14l. 10s. per ton has been paid in the open market.

SODA CAUSTIC.—For January-June delivery offers have been made at 23l. 10s., but these are now withdrawn, and 24l. to 25l. is being asked.

SODA SULPHATE.—The export demand for salt cake for glass-making on the Continent is very brisk, and makers appear to be fully sold.

SODA SULPHIDE appears to be in large demand by American buyers. Prices ex works have been quoted at 27l. per ton, but parcels of 60 to 65 per cent. concentrated, in the open market may be obtained at 25l.

SPIKE LAVENDER OIL is dearer at 9s. per lb. for Spanish.

SQUILL continues in fair demand, holders obtaining 67s. 6d. per cwt. for fair white and 60s. for brownish. The Board of Agriculture is to make a second national organised effort against rats from December 29 to January 3.

TARTARIC ACID is firmer and still in good demand, 3s. 4½d. per lb. being quoted on the spot, which is somewhat scarce; for January-February delivery 3s. 1½d. is asked.

THYMOL.—Sales have been made at up to 38s. per lb., and 40s. is asked.

TURPENTINE is about 3s. 6d. per cwt. higher, with an active demand, American on the spot selling at from 127s. to 130s. per cwt.

VANILLIN is somewhat scarce on the spot at from 77s. to 82s. per lb. as to holder.

ZINC-PRODUCTS.—Prices are nominal, although some makers still make deliveries on old terms. English zinc oxide was lately quoted at about 60l. to 75l. a ton, according to grade, but there is no doubt that prices will be moved up in the early future in order to make up for the substantially increased cost of zinc metal, the Government price of which was early this week raised another 3l. a ton to 55l. for American held in warehouse.

German Drug and Chemical Markets.

The December report of a leading Hamburg wholesale drug house begins with the statement that business in all its branches is suffering from the catastrophic position brought about by the low value of the German mark abroad; and the question of currency, which has now become the most difficult problem in the whole scheme of economics and finance, is engaging the attention of all interested parties. The whole future of the German people will depend upon its solution. In consequence of the record low level of the German currency there is such a demand from abroad for German products that the present export trade has been compared with a "clearance sale of Germany," which in time is bound to create an impossible situation. The new severe conditions imposed by the Entente in their demand for the surrender of floating docks, cranes, tugs, and dredgers will entail the definite ruin of Germany. The early onset of winter, in combination with the suspension of traffic to relieve the congestion of goods and to provide stocks of coal and potatoes (the whole of the passenger service on the German railways was recently entirely suspended for a time.—EDITOR), has caused a considerable dislocation of transport. Prices in general show a rising tendency. The prices below are quoted in marks per kilo. for cash only.

CAFFEIN (PURE).—Makers are scarcely able to supply, and in second-hands it is quoted m.420.

CHAMOMILES.—As it is extremely unlikely that contracts for large supplies will be filled prices have stiffened, and it now fetches m.20 gross for net for ordinary and m.23 gross for net for last crop.

CITRIC ACID.—Successive increases in prices have rapidly followed each other, and the makers have raised the price to m.90.

COUMARIN has been purchased by England in very large amounts, the latest quotation being m.520 net. Supplies are scarce.

CREAM OF TARTAR (99/100 per cent.).—Supplies from makers have practically ceased, and consumers are dependent upon stocks in second-hands. It has recently been quoted at m.35 net.

GENTIAN is unchanged at m.750 per 100 kilo. gross for net.

GLYCERIN (white, 28°, sp. gr. 1.23) is readily purchased at m.14.50 1ct. in original carboys. An increase in price appears probable.

HELIOTROPIN.—In consequence of makers being behind-hand with supplies the price has risen sharply to m.550 net for prompt delivery.

MENTHOL.—Quite exceptionally large orders from abroad, coupled with small local stocks, have increased the price to m.880 and m.890 net for recryst.

MILK-SUGAR.—The milk shortage is responsible for the price of m.22.50. It is in very great demand, and difficult to obtain.

QUILLAYA.—Cut is in increased demand at m.19.50 gross for net, and m.20 for powder. New supplies are meeting with considerable difficulties, apart from the currency question.

SALICYLIC ACID.—owing to large transactions and an appreciable dearth of stocks, now fetches m.40.

SANDALWOOD OIL.—East Indian, when obtainable, now fetches as much as m.950. The West Indian article, which is becoming scarce, has now increased to m.400 net.

SODIUM BENZOATE.—Sales by makers and large orders from actual consumers have raised the price to m.35 net. On the other hand, benzoic acid is now quoted at m.46. net.

TARTARIC ACID.—Repeated increases by the makers, coupled with exceedingly short supplies and a very large demand, have led to successive rises, so that it is now offered at m.43 for granular, m.44 for crystals, and m.45 for powder. Foreign purchasers are willingly paying higher prices.

TERPINEOL is quoted m.90 net.

VANILLIN.—Chemically pure shows still an upward tendency in spite of higher prices and very small supplies by manufacturers.

Arrivals of Drugs, Chemicals, and Allied Produce.

The following arrivals have taken place at the ports named:

London
(Nov. 24 to Dec. 1).
Alcohol, wood (U.S.), 80 drms.
Barytes, (R'dam) 40 cks., (Antw.) 300 brls, 100 bgs.
Bismuth ore (Aust.), 141 bgs.
Chemical products, etc.:
Acetic acid (N.Y.), 885 brls. 53 cbs. 30 cs.
Ammon. phosph. (U.S.), 104 brls.
Argol, (Port.) 434 bgs., (Gre.) 600 bgs.
Arsenic, (Aust.) 31 cks., (Port.) 281 brls.
Bromides: potash (U.S.), 42 kgs. 20 cs.
Calc. cit. (W.I.), 152 bgs. 32 brls. 86 cks.
Calc. glyceroph. (N.Y.), 30 cs.
Glyceroph. acid (N.Y.), 7 cs.
Hexamine (U.S.), 15 pkgs.
Hydroquinone (U.S.), 20 cs.
Phenolpbtbalein (N.Y.), 18 cs.
Phosphoric acid (Can.) 21 cs.
Phosphorus (Norw.), 10 cs.
Potash salts (R'dam), 497 bgs.
Soda glyceroph. (New York), 75 cs.
Soda phospha. (Antw.), 120 cks.
Sulphur (Sic.), 3,190 bgs.
Tannic acid (U.S.), 44 kgs.
Tartar (Sp.), 1,146 brls.
Drugs, crude: (Sp.) 180 bgs.; (herbs), 14 cs., (Fr.) (roots), 9 bls.
Aloes (N.Y.), 50 cs.
Anise (Sp.), 67 bgs.
Alum (Amst.), 18 bgs.
Antbarides (Ch.), 30 cs.
Cardamoms (E.I.), 287 cs.; (seed) 43 pkgs.
Cassia fistula (W.I.), 6 bgs. 4 cs.
Cevadilla (N.Y.), 300 bgs.
Chamomiles (Belg.), 86 brls.
Cinchona (E.I.), 62 pkgs. 22 brls.
Cod-liver oil (R'dam), 100 cs.
Kola (W.I.), 40 bgs.
Liquorice root (Catanina), 60 bgs.
Opium (Gre.), 5 cs.
Orange-peel (N.Y.), 40 bgs.
Sassafras (U.S.), 18 brls.
Senna (Tinn.), 255 bgs.
Drugs, medicines, etc. pharm. pms. (U.S.): 694 pkgs. 129 cs., (Belg.) 28 cs.; fig syrup (U.S.), 4,800 cs.; glaxo (N.Z.), 5,903 tins; glycythymoline (N.Y.), 719 bgs.; vaseline (N.Y.), 2,124 cs.
Dyes, dyeing and tanning materials, etc.: aniline (Belg.), 122

pkgs.; aniline dyes (N.Y.), 28 brls.; chestnut ext. (N.Y.), 150 brls.; dyewood ext. (N.Y.), 10 brls.; myrabolans (E.I.), 3,395 pkgs. 8,724 pockets; wattle bark (Natal), 1,132 brls.
Egg products: albumen (Ch.), 11 cs.; whole, (Jp.) 35 cks., (Ch.) 560 cs.; yolk (Ch.), 241 cks. 232 brls.
Gelatin (R'dam), 14 bgs.
Glucose (N.Y.), 294 brls. 32,639 pkgs.
Gums, resins, etc.: copal, (S'pore) 697 cs., (Antw.) 428 pkgs.; lac (shell), (Antw.) 50 bgs. (st ck), (Siam) 260 cs.; mastic (Gre.), 45 cs.; resin (Port.), 66 cks. 300 cs.
Honey, (Dakar) 17 pkgs. (N.Z.) 100 cs., (Aust.) 180 cs., (Holl.) 207 brls.
Lead, white (Antw.), 7 cks. 53 kgs. 112 brls.
Lime-juice (W.I.), 18 hds. 409 cks. 169 pms. 23 drms.
Lithopone, (R'dam) 180 cks., (U.S.) 1,002 brls.
Mercury (R'dam), 7 pkgs.
Molasses (W.I.), 793 pms.
Oils, essential: (Sic.) 16 \times $\frac{1}{4}$ cs. 11 \times $\frac{1}{4}$ cs. 8 cs., (Sp.) 7 drms., (N.Y.) 47 cs. 3 drms.; bay (W.I.), 3 cs.; cassia (Ch.), 10 cs.; citronella (Cey.), 90 drms.; clove (U.S.), 10 cs.; eucalyptus (Aust.), 1,032 cs.; lemon-grass (E.I.), 255 pkgs.; lime (W.I.), 61 pkgs.; mint (Jp.) 30 cs.; orange (W.I.), 3 \times $\frac{1}{2}$ cs.; pepper mint, (U.S.) 25 cs.; turpentine (Port.), 612 cs.
Oils, fixed: coconut, (Jp.) 5,500 cs., (E.I.) 577 brls. 1,520 pkgs. 1,634 cs. 6,995 cks., (Cey.) 700 cks., (acid) 600 brls., (Holl.) 1,032 brls.; fish (Jp.), 150 cs.; groundnut (Ch.), 1,000 cs.; lin (Antw.), 295 brls.; olive (It.), 73 brls.; palm (W. Af.), 8 pms. 132 cks. 83 tons; rape (Jp.), 1,900 cs.; soya, (Jp.) 630 cks., (Jp.) 1,000 cs., (Ch.) 300 brls.; tea (Ch.), 550 cs.; whale (Jp.), 1,000 cs.; wood, (Ch.) 496 cs.; 540 brls., (N.Y.) 869 brls.
Seeds: almonds, 640 bxs. 274 cs. 733 bgs. 145 \times $\frac{1}{4}$ cs. 467 serons 1,929 pkgs.; apricot kern., (Jp.) 70 bgs., (Sp.) 11 bgs.; caraway (R'dam), 100 bgs.; copra, (E.I.) 8,877 bgs., (N.Z.) 2,760 cks., (W. Af.) 372 bgs., (Aust.) 14,376 cks.; cotton (Aust.), 980 bgs.; ground-nuts,

(Jp.) 100 bgs., (Ch.) 662 bgs.; hemp (Jp.), 1,398 bgs.; lin, (Ch.) 1,175 bgs., (E.I.) 1,233 bgs.; millet (Dakar), 130 bgs.; palm (W. Af.), 2,167 tons 18,906 bgs.; sesame (W. Af.), 11,694 bgs.; soya (Jp.), 2,627 bgs.
Spices: cassia (Ch.), 400 bxs. 550 cs.; cloves, 266 brls.; ginger (Cocbin), 157 bgs.; mace (W.I.), 152 pkgs.; nutmegs (W.I.), 63 bgs. 466 pkgs.; pepper (E.I.), 2,056 bgs.
Sponges (Gre.), 1,160 pkgs.
Starches, etc.: not described (Jp.), 1,559 bgs.; dextrin (N.Y.), 2,880 bgs.; farina (Jp.), 1,431 bgs.; wheat (Jp.), 100 cs. 340 bgs.
Wax, not described (U.S.), 410 brls.
Wax, bees' (Port.), 131 pkgs.
Wax, paraffin (N.Y.), 572 brls. 979 bgs.; (scale), 812 brls.

Liverpool

(Nov. 24 to 29).

Chemical products:
Argol (Fr.), 241 bgs.
Arsenic (Belg.), 98 cks.
Dorax, (S. Amer.) 1,788 sks. 15,587 cks., (U.S.) 836 sks. 1,352 bgs.
Bromides: potash (U.S.), 11 brls. 100 cs.; soda 10 cs.
Calc. borate (S. Amer.), 4,232 bgs.
Chloral hyd. (N.Y.), 24 cs.
Lead acet. (N.Y.), 72 brls.
Oxalic acid (Amst.), 34 brls.
Soda, caustic (U.S.), 155 drms.
Soda nitrate (Chile), 106,421 sks.
Soda pruss. (Fr.), 13 cks.
Tartar (Fr.), 27 cks. 384 bgs.
Drugs, crude: roots (Port.), 200 bgs.
Cardamoms (Cey.), 53 cs.
Cassia fistula (Amst.), 19 bskts.
Cinchona (Fr.), 75 cs.
Cod-liver oil (St. John's, N.F.), 764 brls. 663 cks.
Guaiac root (N.Y.), 14 bgs.
Ergot (Sp.), 34 cks.
Ipecacuanha (Rio), 10 bls.
Kava-kava (N.Y.), 26 bgs.
Liquorice root (Fr.), 17 brls.
Quillaia (S. Amer.), 116 brls.
Rhatany (Callao), 15 brls.
Saffron (Sp.), 1 cs.
Sassafras (N.Y.), 13 bgs.
Drugs, medicines, etc. (N.Y.) 98 pkgs., (Fr.) 20 cs., (U.S.) 35 cs.; Alcock's plasters (N.Y.), 84 cs.; Fellows' sy. (N.Y.), 499 cs.

Dyes, dyeing and tanning materials, etc.: cochineal (Canar. Is.), 13 bgs.; cutch (R'oon), 750 bxs.; extract, tanning, (Fr.) 500 cs., (U.S.) 475 brls.; hematin (N.Y.), 10 brls.; myrabolans (E.I.), 12,261 bgs. 9,605 pockets; quercitron (U.S.), 500 bxs.

Egg products: whole (Ch.), 280 cs.; yolk 260 cks.
Glucose (U.S.), 210 brls.
Glycerin (Fr.), 88 drms. 16 cks.

Gums, resins, etc.: acacia (P. Sudan), 2,972 bgs.; almedina (Port.), 25 bgs.; resin, (U.S.), 5,500 brls., (Sp.) 276 cks. 81 brls., (Fr.) 684 cks. 400 brls.

Honey (Chile), 281 brls.
Molasses (Cuba), 5,152 tons

Oils, essential: not described (Fr.), 6 cs., (Amst.) 12 demij.; lavender (Fr.), 11 cks.; peppermint (Fr.), 10 cs.

Oils, fixed: coconut, (Cey.) 78 pms. 171 pps. 9 hds., (N.Y.) 965 pkgs. (acid) 610 brls. 310 cks. (acid) (N.Y.), 2,013 brls.; cottonseed (E.I.), 5,725 cs.; olive, (Sp.) 575 brls., (Fr.) 8 cks.; palm (W. Af.), 2,648 cks.; seal (St. John's, N.F.), 292 cks.; soya, (Jp.) 2,000 cs. 450 brls., (Ch.) 160 cs.; whale (St. John's N.F.), 90 cks.

Paraffin, liquid (med'l.) (U.S.), 100 brls.
Perfumery (Fr.), 54 cs.
Seeds: almonds, 200 pkgs. 146 bgs. 1,905

bxs.; caraway (Amst.), 210 bgs.; copra (E.I.), 2,636 bgs.; cotton, (E.I.) 71,695 bgs., (E. Af.) 943 brls., (S. Amer.) 7,682 sks.; ground-nuts (W. Af.), 6,194 bgs.; millet (B'bay), 308 bgs.; niger (B'bay), 70 bgs.; palm (W. Af.), 32,694 bgs.; soya beans (Jp.), 560 brls. 112 bgs.

Spices: chillies (E. Af.), 54 bgs.; cinnamon (Cey.), 100 brls. cloves (E. Af.), 393 brls., (stems) 500 brls.

Starches, etc.: not described (Jp.), 56 bgs.; farina (N.Y.), 6,286 bgs.; wheat (Jp.), 900 bgs.

Talc. (Fr.), 2,420 pkgs.
Vanilla (Fr.), 3 cs.

Wax, not described (S. Amer.), 44 cks.

Wax, bees' (E. Af.), 225 bgs.

Wax, paraffin (U.S.), 6,888 bgs. 312 cs. 160 brls.; (scale) 300 brls.

Grimby

(Nov. 24 to 28).

Aniline dyes (Antw.), 602 pkgs. 157 cks.; kalmi (R'dam), 100 tons; tannic acid (Antw.), 10 cks.

Hull

(Nov. 22 to 26).

Barytes (R'dam), 260 cks.; cod-liver oil (Norw.), 111 brls.; copal (Amst.), 71 bskts.; lead, white (Can.), 17 brls.; seeds: caraway (Amst.), 10 brls.; cotton (Alex.), 4,865 tons

Manchester

(Nov. 24 to 28).
Acetic acid (U.S.), 30 brls.; aniline dyes (Antw.), 144 cks.; antimony salts (Fr.), 14 cks.; calc. carbide (Can.), 500 drms.; caraway seed (R'dam), 100 pkgs.; emetic tartar (Fr.), 30 cs.; formic acid (Fr.), 32 cks.; oxalic acid (Swe.), 9 brls.; phosphorus (Can.), 500 cs.; soda acet. (Antw.), 100 cks.; soda chlorate (Swe.), 300 cs.; tartar (Fr.) 80 bgs.; wax, paraffin (U.S.), 212 bgs.

Newhaven

(Nov. 25 to 28).
Aniline dyes (Fr.), 5 pkgs.; chemicals (Fr.), 7 pkgs.; drugs (Fr.), 20 pkgs.; perfumery (U.S.), 28 pkgs.

Southampton

(Nov. 17 to 20).
Albumen (Fr.), 30 cs.; casein (Fr.), 235 bgs.; drugs (Fr.), 9 cs.; herbs (Fr.), 40 brls.; ipecacuanha (S. Amer.), 11 brls.; perfumery (Fr.), 8 cs.; potash salts (R'dam), 1,034 bgs.

(Nov. 22 to 27).
Argol (Cape), 399 bgs.; drugs, (Fr.) 83 pkgs. 3 cs., (N.Y.) 1,659 pkgs.; gelatin (Fr.) 34 cs.; milk sugar (Fr.), 50 cs.; olive oil (Fr.), 95 cs.; perfumery (Fr.), 99 cs.; resin (Fr.), 24 cks. 64 cs.; wattle ext. (Natal), 2,867 bgs.; bark, 2,098 pkgs.; wax, bees' (Natal), 236 pkgs.; zinc oxide (N.Y.), 320 cs.

Opium and Morphine for China.

In its issue of October 13 the New York "Oil, Paint, and Drug Reporter" states that "the demand for morphine from the Orient continues and increases. There is more business coming in than the domestic manufacturers can meet. Orders for huge quantities have been turned down. They were stated in terms of pounds, not ounces, and the price to be paid seemed to be of very minor consideration. Japan is the heavy buyer, and practically every pound imported is exported to China, despite the fact that the Congress of Nations is a unit for restricting to the minimum limit the shipments of narcotics to China. The Jap alone is selling freely, although it has been intimated that pressure has been brought to bear through the Peace Conference to hold her policy in check and nullify it if possible. England has taken a leading step in this direction, and is now understood to have an embargo on shipments to Japan or China. The United States has been approached to the same end, and it is freely expected that export will be prohibited, probably to any country whatsoever. In the meantime the quantity of morphine, especially in the heroin form, being sent to Japan is startling. All producers are sold ahead, and have nothing to offer nearer than January. Japan has also been a large buyer of opium, the August exports from New York to that country being about 20,000 lb. It is now understood that no further exports are possible except with the express permission of the Japanese Ambassador."

[We have heard so often of these good intentions on the part of Japan. England voluntarily relinquished shipping Indian opium to China, and British makers of opium alkaloïds were compelled to give up a lucrative trade. Has the business merely passed into the hands of American makers, and what has the Anti-Opium Society to say?—EDITOR.]



Organisation for Trade Purposes.

SIR,—The strike at the Ucal Works has brought home to us the necessity—the immediate necessity—of a federation of Pharmaceutical Employers in England and Wales on trade-union lines. Such a federation already exists in Scotland, and is taking steps to deal with any and every aspect of the business life of the pharmacist. All idea of endeavouring to make the machinery of the Pharmaceutical Society capable of dealing with trade problems has perforce been abandoned, and the only question now awaiting a reply is whether the Local Associations Executive Committee shall be reconstituted as the executive of a trade association on trade-union lines, or whether it will be necessary to form a federation on the same lines as our Scottish friends. If the L.A.E. is to be the new executive body, it must sever all connection with the Pharmaceutical Society, have its own officers, and control its own funds. In other words, it must be absolutely independent, while the organisation it represents must be constituted on trade-union lines, with individual membership and direct contributions from members. Failing prompt action by the L.A.E., I am prepared to take immediate steps to secure the necessary support to form a trade association which can, if desired, be registered as a trade-union, and I shall therefore be glad to hear from any pharmaceutical employers who are willing to throw in their lot with me, in the hope of being able to provide better facilities for protecting and promoting our trade interests.—Yours faithfully,

21 Hart Grove,

HUGO WOLFF.

Ealing Common, London, W. 5.

SIR,—Reading the report of the December meeting of the Council of the Pharmaceutical Society, one wonders whether the members of the Society, or any considerable proportion of them, realise that it records a confession of failure and points to the approaching close of a period of wild adventure. Ever since statutory provision was made for financing the Pharmaceutical Committees, the officials of the Society have struggled to secure and maintain control of the funds thus rendered available, their object not being the promotion of the special interests of panel chemists, but prevention of the setting up of an independent body duly authorised to safeguard the general interests of chemists and druggists in business on their own account. For six years this policy of negation has prevailed, but the limits of patience, with the futility of the Society's existing arrangements for dealing with trade matters, have at length been reached, and the bringing into existence of an independent chemists' trade association or federation for England and Wales is now a probability of the immediate future: Its membership must needs be restricted to individuals having actual proprietary rights in pharmacies, and contributing directly to its funds. Further, whether registered or not, it must obviously seek recognition as a trade union, and it should be prepared, like the Federation of Scottish Pharmacists, to deal directly with every matter of general trade interest affecting the class which it represents. The existence of such a body, if conducted on proper lines, will tend to support and strengthen the Pharmaceutical Society, instead of being a menace to the latter—provided always that the activity of the Society is henceforth restricted to its statutory duties. This legitimate work of the Society is at present sadly in arrears, and the sooner those responsible for that work are freed from the incubus of duties for which they are not fitted or able to perform, the better it will be for everyone concerned. Moreover, as the Society's financial difficulties are now in a fair way to be overcome, without further dependence upon the assistance afforded by the funds of the Pharmaceutical Committees, there will no longer be occasion to exploit those funds in a way that has been, and is, a reproach.

Yours faithfully,

Brondesbury.

JOHN HUMPHREY.

Prescription Price-mark.

SIR,—Regarding the remarks of "Dispensing Chemist" (*C. & D.*, November 29, p. 96) on a price-mark for prescriptions, the idea is all right, but the public would soon know the meaning of a single word such as "Bishopgate." To prevent that, try the "Fewster" code, one mark for each day:

| | | |
|------------|---|--------------------------|
| For Sunday | S | May God help. |
| Monday | M | You aid them. |
| Tuesday | T | Mel boracis. |
| Wednesday | W | D-spumatio. |
| Thursday | T | Coldstream. |
| Friday | F | Do with cure. |
| Saturday | S | Very thankful. |

The first "S" is written with ring round it to distinguish from Saturday. Every dispenser could have a card of these marks hanging ready for reference, etc. When a prescription comes in, mark it for the day—say, Monday, 1/6 M y/d; Tuesday, 1/6 T m/r.

Yours truly,

Thornhill, Dewsbury.

W. L. FEWSTER.

Insurance Dispensing Terms.

SIR,—The Panel chemists for the Isle of Wight have all tendered their resignations to the Insurance Committee pending an increase in the present remuneration. The chemists contend that they are now worse paid than in 1915, and that the 50 per cent. claim of the Local Associations Executive is insufficient. A percentage profit should, in addition, be allowed on drugs and dressings, and bottles should no longer be issued on deposit. The chemists also claim that the present hours are excessive. A pharmacist should not be expected to remain open two hours later than his neighbouring tradesman, and we agreed that there is no necessity for a rota being set up. I am instructed to forward this letter to you for publication, with the hope that it may encourage other pharmacists to act as independently, and in this way to give some hope of a successful issue.—Yours truly,

EDWARD RUSTON,

Hon. Sec. and Treas. I. of W.
Pharmacists' Association.

SIR,—That the doctors would not accept the abolition of "Rep. mist." without a protest was to be expected, but that one of their arguments should be that it would interfere with continuity of treatment is another matter, as in many cases the continued use of "Rep. mist." is more to the detriment of the patient than otherwise, as his symptoms frequently change and require fresh treatment, which under the present system he does not get. Moreover, in the early days of the Insurance Act these repeats were given week after week, in some instances for twelve months or more, entailing considerable time and trouble to the checking bureau to turn up the original, and it was this fact more than any consideration for the chemist which led to the restriction to the current month. Possibly, also, the word "continuity" conveys the idea that a patient may get a "Rep. mist." script from the surgery whether the doctor is there or not. With regard to the suggestion that the principle involved is to throw the dispenser's work on to the doctor, panel scripts are in a very different category from private ones, in which case the prescription is the property of the customer and is copied and returned to him, the chemist allowing for the work in his charge, whilst under the Insurance contract he gets no allowance for clerical work, whereas I believe I am correct in stating that the doctors receive a special grant for keeping a record of treatment, and further fees for writing certificates, etc. In the meantime the Ministry of Health shows little sign of giving adequate remuneration to the pharmacist, and in return for any advance demands more than a *quid pro quo*, as, for example, the suggested late service. The Scottish chemists, we read, are resigning right and left, and remembering their usual united front, it is quite possible that they will all terminate their contracts.

Yours truly,

CONTINUOUS. (117/22.)

Legal Queries.

J. W. B. (116/44).—The Medicine Stamp Act does not apply to Ireland. There is, therefore, no liability incurred in the wording of the embrocation label you send.

W. W. P. (108/40).—Verbal recommendations of an indigestion remedy do not make the preparation liable to stamp duty provided there is no recommendation on the label, etc.

P. W. (117/29).—An extended list of the substances which are scheduled as poisons in Great Britain is given in *The Chemist and Druggist Diary*, 1919, and will appear in a revised form in the *Diary* for 1920.

T. H. L. (117/2).—A preparation labelled "Chilblain Lotion" is liable to medicine stamp duty. The additional name, which you probably claim as a trade-mark, is also a reason why duty should be paid.

Vinum (113/62).—As the sale of the medicated wine you mention requires a wine licence it can be recommended and held out as a proprietary without requiring to pay stamp duty. The reason is that the Board of Customs and Excise do not require two licences to be paid.

W. S. H. (114/58) has recently taken his son into partnership, and the firm name has been duly registered. Is he right in thinking that the names of both partners must appear upon letter heads, memo forms, billheads, order forms, and printed postcards; but need not be disclosed upon envelopes, labels, and the shop fascia? [The Registration of Business Names Act is somewhat vague regarding the disclosure of the partners' names, but in our opinion "W. S. H.'s" assumption is correct.]

F. H. (112/28) has been a yearly tenant of his premises for many years, paying his rent quarterly. The tenancy started in March, but there has been no written agreement or lease. The landlord has given notice increasing the rent; what is the earliest date that the increase can be made effective? [Assuming that the tenancy is in fact a yearly one, no higher rent can be claimed until the existing tenancy has been terminated by six months' notice, expiring upon an anniversary of the commencement of the tenancy.]

T. H. B. (118/24).—(1) Various formulas have been published for Bateman's drops and Godfrey's cordial, and we are not aware that any proprietary rights in either of these medicines exist at the present time. Bateman's pectoral drops were the subject of a patent in 1726, but no formula was enrolled at the time. Both Bateman's drops and Godfrey's cordial are mentioned in the Schedule of the Medicine Stamp Act, 1812, and any medicines sold under these names must be stamped. (2) An entire drug exempted from duty under the Medicine Stamp Acts must consist of one drug only; if other ingredients—even if only diluents—are present liability to stamp duty is incurred.

J. G. C. (113/52) bought a business as a going concern, including certain trade fixtures. He holds the business premises on a weekly tenancy; does this fact debar him from removing the fixtures when leaving the premises? The fixtures are fastened to the walls by screws only. [The fact that the premises are held on a weekly tenancy does not prevent "J. G. C." from removing fixtures provided they can be removed without material injury to the property. Any unavoidable damage resulting from the removal must be made good. It is assumed that the fixtures were in fact the property of the previous owner of the business, and had not become the property of the landlord.]

X. Y. Z. (109/62) served in the Army from December 1916 to June 1918, during which time he paid no income-tax, his total income being less than 130*l*. In his income-tax return for the year 1919-20 he gave his three years' profits from business up to April 5, 1919, and all his Army pay and allowances, and he has been assessed and called upon to pay income-tax at 2*s*. 3*d*. in the pound on the average of the whole of this. He asks if the Army pay is taxable, and, if so, whether tax is due on it at 9*d*. in the pound or at 2*s*. 3*d*., as assessed. [Army pay is liable to income-tax, but at special rates—namely, 9*d*. in the pound where the income from all sources does not exceed 300*l*., and 1*s*. 3*d*. if between 300*l*. and 500*l*., and so on, whereas ordinary earned income, where it does not exceed 500*l*., is taxable at 2*s*. 3*d*. in the pound. In the case of "X. Y. Z.," two assessments ought to have been made, one for the Army pay and separation allowances, and one for the income from other sources, and the rate proper to each kind of income should be charged on each. Application should be made without delay to the Surveyor of Taxes for the district to have this done.]

Miscellaneous Inquiries.

Perplexed (113/46).—**INSURANCE DISPENSING PRICES.**—The price specified in the right-hand column of the Table of Drug Prices, as the price for a "pound" of any particular liquid, is in reality the price for 7,000 minims, and not 7,000 grains, as would be the case if the quantity were a real pound. It is arrived at by multiplying the price in pence per pound avoirdupois by the specific gravity of the liquid, then multiplying the product by 7,000 and dividing the whole by 7,680. In other words, you multiply by the specific gravity and the number of grains in a pound, and divide the product by the number of minims in 16 fluid ounces. The result thus obtained is adjusted, if necessary, to the nearest halfpenny, and by using this adjusted price the same ready reckoner becomes applicable for ascertaining readily the correct prices of any given number of grains or minims. The actual price per pound which you are allowed for any drug supplied is that specified in the second column of the Table of Drug Prices, and is always the same as that in the third column in the case of any solid drug; but the third-column figure for a liquid is simply a useful factor for purposes of calculation, and not the true price per pound. It is really the price of the number of grains contained in 7,000 minims of the liquid, and can be ascertained more quickly by the following method: Multiply the price in pence per pound avoirdupois by the specific gravity of the liquid and the product by 10; then divide the total product by 11 and adjust, if necessary, to the nearest halfpenny. Remembering that the weight of a minim of distilled water is approximately ten-elevenths of a grain, this should be quite clear to you.

E. D. H. (118/36).—The mole-skins which have merely been dried in hot air may be softened by rubbing into the flesh side sal ammoniac slightly dampened with water.

E. J. L. (115/71).—**CIGARETTE STAINS ON THE FINGERS** may be removed by sponging with weak solution of chlorinated lime, hydrogen peroxide, or potassium persulphate.

D. C. (105/44).—**TO GROW HAIR ON HORSES' LEGS.**—There are several methods of stimulating the growth of hair on horses' legs, but the success depends upon the fact that there has been no injury or destruction of the hair follicles. The following are some of the applications that have been recommended:

| I. | | II. | |
|---|-----------|---|-----------|
| Cantharides | ... 5iss. | Tr. canthar. | ... 5iss. |
| Lard ad | ... 3j. | Ol. ricini | ... 3j. |
| III. | | Apply with a small brush daily, discontinuing the application if there are signs of blistering. | |
| Sulphur, | ... | | |
| Colza oil | ... q.s. | | |
| Make into a cream and apply to the parts thrice a week. Wash with soap and water before applying the cream. | | | |

G. D. O. (116/15).—**GLASS KNOBS** of drawers which have become loose are best fastened by the use of a saturated solution of shellac in spirit. It is better first to tie a few strands of thin string round the part of the knob which is to be fixed in the wood so as to ensure a tight fit.

Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist," Dec. 15, 1869.

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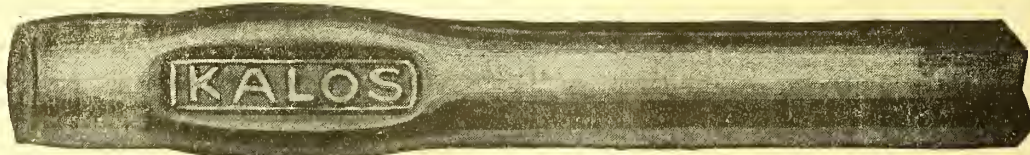
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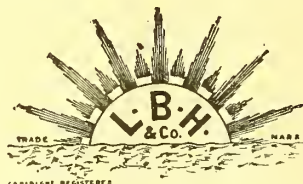
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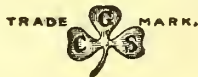
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STARUP'S REAL DANISH CHEESE RENNET EXTRACT is guaranteed to be made from finest calf vells only, and does not contain Pepsin or other kind of substitute. Chemists and Druggists, please ask for G. C. Starup's real Danish Rennet Extract, Annatto Cheese Colour and Butter Colour: also Rennet Tablets for Cheese Making. **PRICES ON APPLICATION.**

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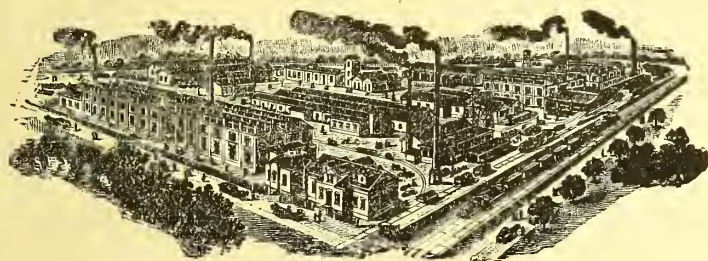
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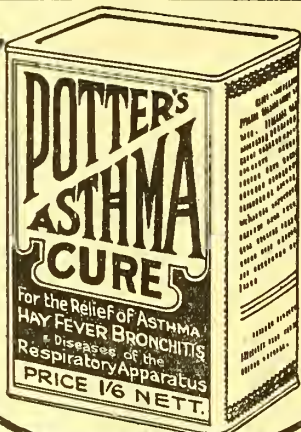
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Has a reputation for FINEST QUALITY extending
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High in Glycyrrhizin, absolutely Pure Extract of the
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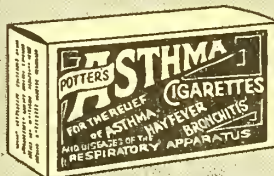
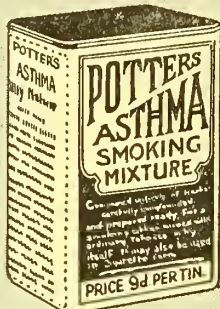
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“Never sent a cheque with more
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with bonus of $\frac{1}{2}$ quantity ordered on three dozen lots,
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ASPIRINSUPER P.B. QUALITY.
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A British Product equal to
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Fully Warranted under
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PENCILS**Stop flow of blood at once
Retailed at 6d. & 1/- each
2/6 doz.
From all Sundry
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Reliable and Genuine.
15/- Doz. Unstamped
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Prices are
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Anhydrous and
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with Protein obtained
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In 1 oz. and 1/2 oz.
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The Display of well-
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OVER
30%
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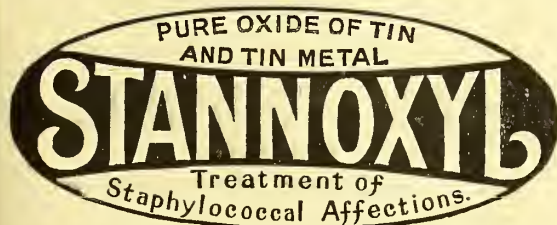


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| Extract of Valerian (French Codex) | ... | 10 grms. |
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Whilst possessing the full medicinal value of VALERIAN the odour is entirely suppressed.

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Dose:—One teaspoonful.

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In bottles containing 210 c.c. per bottle 3/9

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The finest preparation for Rheumatism, Sciatica, Neuritis, Muscular Stiffness, Sprains, Cramp, Stings and Bites.

Should be stocked by every Chemist.

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JUBOL**RE-EDUCATION OF THE
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BETTER THAN GLYCERINE FOR WINTER USE.

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FOR THE HANDS
THE EMOLIENT THAT IS DIFFERENTA highly satisfactory Product and a good repeater. Minimum
Retail 7½d. per tin. 60 - per gross with 1 dozen Bonus and
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COMFORTINE***has for Forty Years
been the Best & Safest
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a real Baby's friend.*

PREPARED BY

Machon's Comfortine Ltd.

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Fixed Minimum Price: **1/3** PER BOTTLE.

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PLACE ORDERS NOW.

Sphagnol

OINTMENTS and SOAPS

*Samples and full
particulars will be
sent by return
to every Chemist.*

THE LIBERAL TERMS WE OFFER

have already been taken advantage of by many Chemists. SPHAGNOL is well advertised in the Medical Press, and we can send users of SPHAGNOL to you.

SPHAGNOL SOAPS and OINTMENT are in greater demand to-day than ever before. Doctors are prescribing them and Nurses use them in the treatment of ECZEMA, PSORIASIS, Hæmorrhoids, Pruritus, Insect Bites, Burns, and all forms of SKIN IRRITATION.

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Antiphlogistine is not a side line with us, not one of many preparations; it is our sole product, upon the perfecting of which our force has concentrated its whole attention for twenty-five years.

When your customer buys Antiphlogistine he obtains the benefit of this twenty-five years of specialising.

There is no such thing as "the same as," or "just as good as"

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TRADE MARK

Order a £2 quantity from your Wholesaler to-day, Carriage Paid, and save 5%.

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The Latest & Best.

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**GUARANTEED
PURE**

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THE FINEST BRITISH LANOLINE PRODUCED
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LANZONE

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Odourless Lanolin B.P.

***Awarded Certificate of Purity and
Quality from the Institute of Hygiene.***

The "Medical Press" says that the British Lanolin made by the London Pharmaceutical Refiners, Limited, of Brockley, has the merit of being superior to the old German Lanoline. The B.P. allowance of Fatty Acids is 7 %, whereas this new English Lanoline shows only 27 %. The new preparation is quite odourless, and fatty acids do not develop in it by keeping. These are great merits, and show the extreme care with which the refining process has been carried out by the British refiners.

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Lamplough's Pyretic Saline

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Minimum price to Public

2/8 per bottle
4/10 "

Wholesale price

24/- dozen
43/6 "

- ¶ We trust that the advantages in discounts now offered will result in increased demand for our preparation.
- ¶ We shall be very pleased to supply price tickets to cover existing stocks and thus save Retailers from unnecessary arguments with their customers.

HENRY LAMPLOUGH, LIMITED

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A REMEDY OF ESTABLISHED AND DEFINITE VALUE

**IN GOUT, LUMBAGO, SCIATICA, NEURITIS, GRAVEL, STONE,
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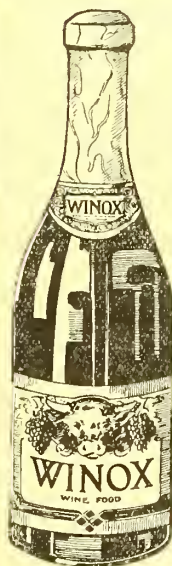
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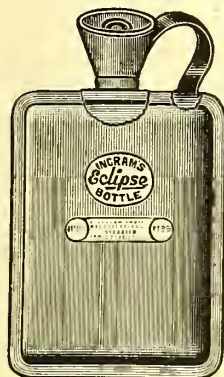
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The object of the Patent (No. 107940) Rubber Covered Screw Stopper is to overcome the loss of washer and leakage. A glance at Fig. 1 shows the sectional view, the black solid parts representing the rubber covering gripping (1) the brass flange making it a fixture, so that no loss of washer is possible, the broad solid seating (2) when the stopper is screwed down renders it **ABSOLUTELY WATERTIGHT**.

The effectiveness of the Patent Constructed Neck can be clearly seen by a comparison of Figs. 2 and 3. In addition to overcoming the old trouble of leaky necks, the new formation of the socket enables the bottle to be easily filled and without any fear of "splashing."

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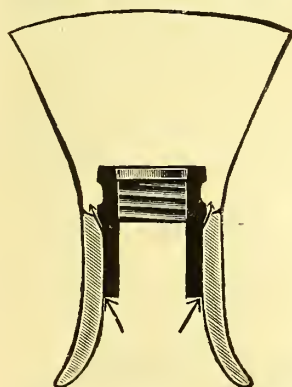


Fig. 2.

This sketch shows where, in course of time, the action of water permeates, between the brass socket and rubber, causing leakage.

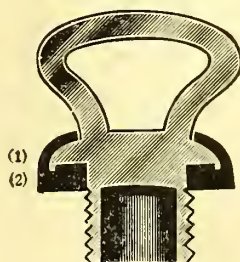


Fig. 1. Patent No. 107940

Size, inches

10x6 10x8 12x6 12x8 14x8 12x10 14x12 16x12

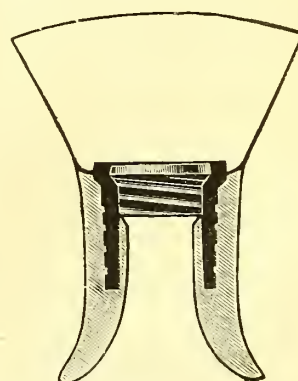


Fig. 3.

The Patent Constructed Neck (No. 118022) shows the brass socket embedded in rubber, rendering it now impossible for water leakage to occur.

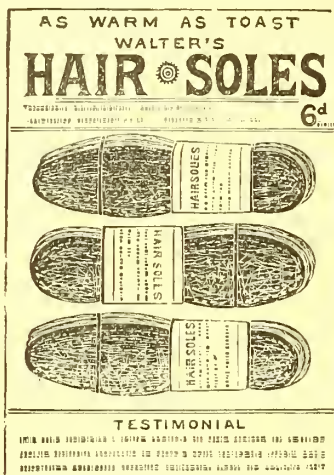
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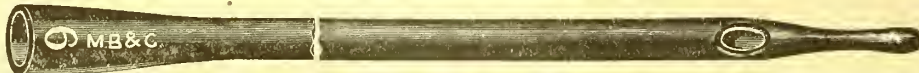
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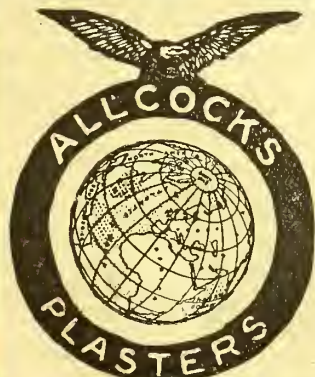
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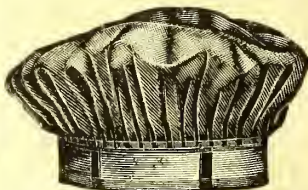
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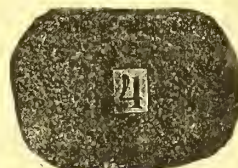
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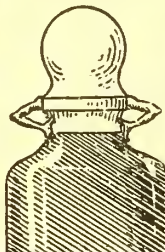
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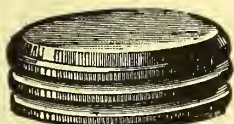
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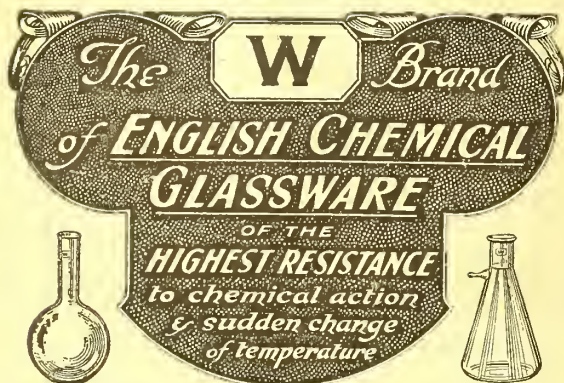
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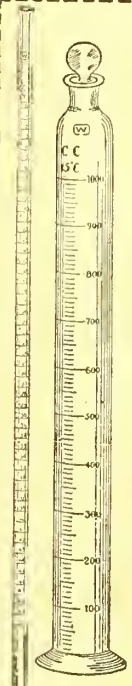
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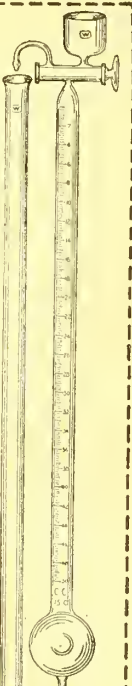
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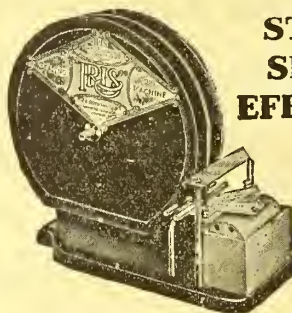
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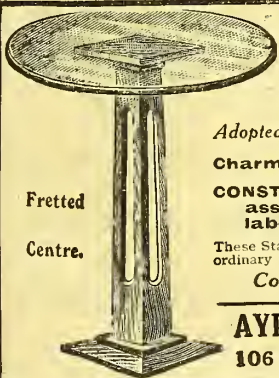
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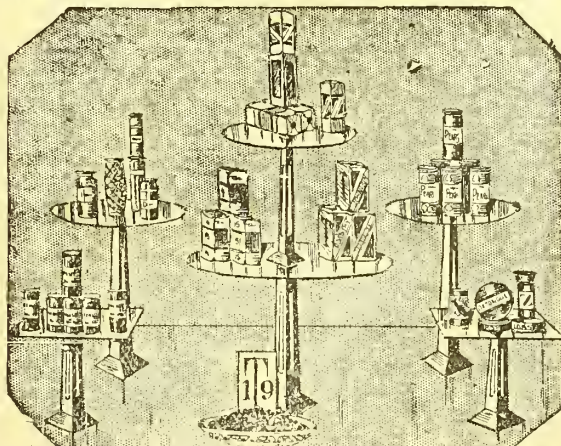
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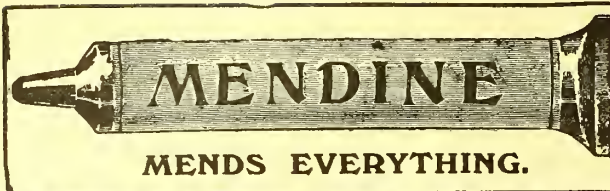
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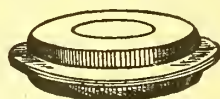
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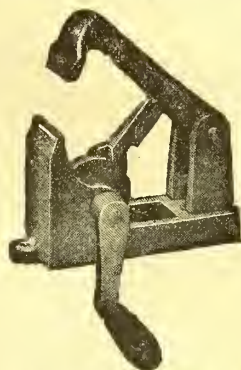
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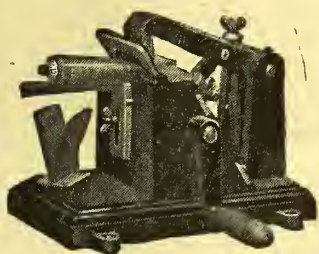
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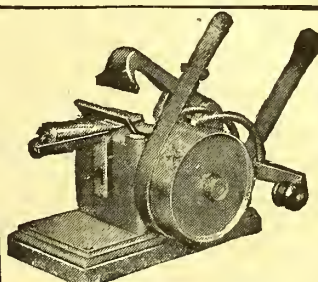
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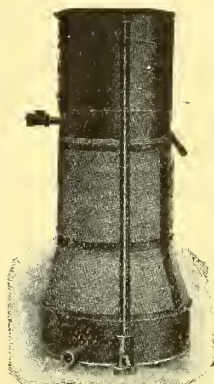
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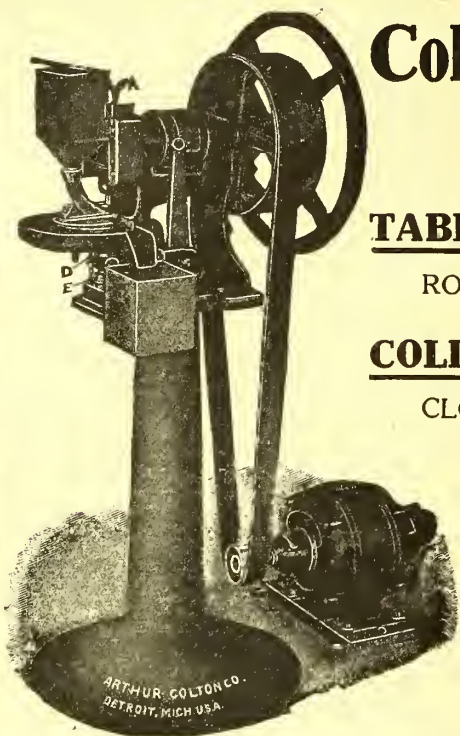
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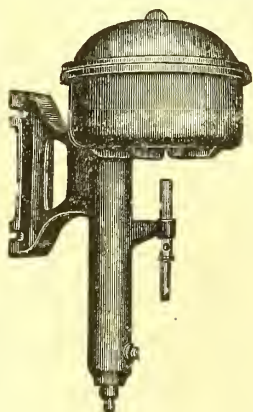
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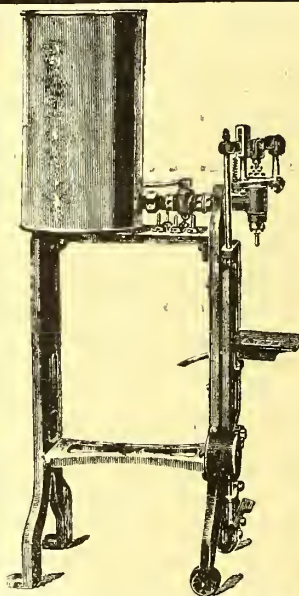
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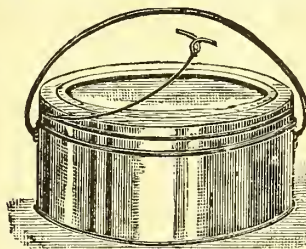
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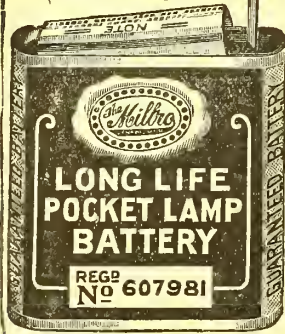
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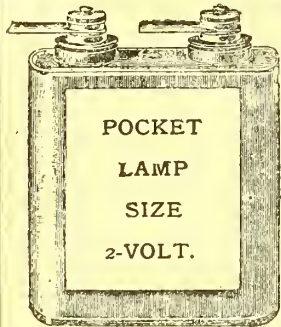
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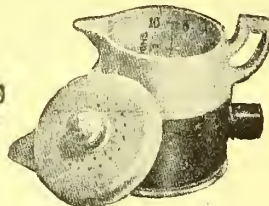


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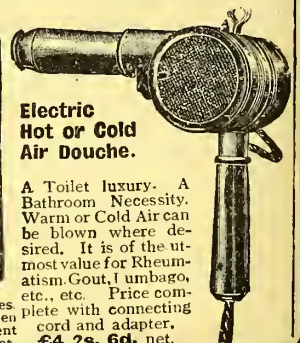
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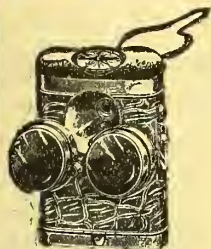


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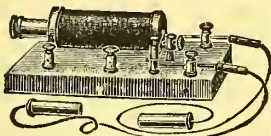
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